

OHIO STATE

SEP 24 1935

THE NATIONAL Provisioner

THE MAGAZINE OF THE
Meat Packing and Allied Industries

Volume 93

SEPTEMBER 21, 1935

Number 12

**WHY
LET THE
CALENDAR
CHEAT YOU
OUT OF
SAUSAGE PROFITS?**



**Why lose profitable business on "specialties"
just because the fresh pork sausage season starts?**

Luncheon loaves and profitable specialties can be sold the year 'round if you continue to push them. Especially with the price of pork where it is—you have a better chance than ever this year to maintain a real volume on your regular sausage line.

You'll sell pork sausage and scrapple *anyway*—but keep your specialties in the minds of your retailers and see how your sales go UP! In addition to the specialties which are featured in our colored inserts, there are many others which we can tell you about and help you make. Ask the Visking representative, or write us.

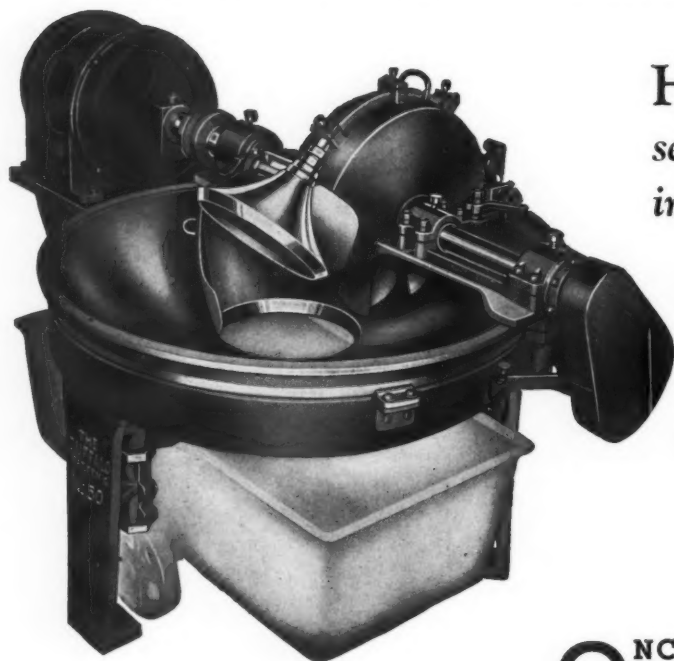
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THE VISKING CORPORATION
6733 WEST SIXTY-FIFTH STREET • CHICAGO, ILLINOIS

HYGRADE FOOD PRODUCTS CORP.

*Now using "BUFFALO" Self-Emptying
Silent Cutters in three of their plants*



Cuts a batch of meat fine in
5½ to 7 minutes and empties
it in less than 20 seconds. No
hands need touch the meat;
no movable parts in the
bowl. A heavy, quality-built
machine.

MADE IN 3 SIZES—

200 lbs.—350 lbs.—and

600 lbs. capacity

HYGRADE now has this
sensational cutter installed
in the following cities:

Buffalo, N. Y. Model 50

Wheeling, W. Va. . . Model 60

Detroit, Mich. Model 60

ONCE a sausage manufacturer gets a
taste of "BUFFALO" performance, sees
the superior product it turns out and looks
over the low production costs it brings about
—there is only one machine he ever thinks
of installing for replacement or expansion
purposes—and that is another "BUFFALO"!

Why not investigate this phenomenal
record of satisfaction—let us tell you what
a "BUFFALO" can do for you.

JOHN E. SMITH'S SONS CO.

BUFFALO, N. Y., U. S. A.

Manufacturers of "BUFFALO" Sausage Machines and Packing House Equipment

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VER FOR A TOUCHDOWN *with Mayer's Pork Sausage Seasoning!*

Autumn—cool, crisp mornings and exhilarating days. Football weather! Rainbow-colored leaves flaunt their short lived beauty and fall to the ground to form a bed for Winter's snows. It's PORK SAUSAGE TIME!

Now is the time to build your pork sausage business. If you want to go over for a touchdown and build profits and sales, why not switch to the seasoning that can DO it for you? We have succeeded and built our business through the success of those who have used our products. Our interest in your business is based on the fact that as we build for you, we build for both of us.

There are vital advantages which your product must have if you are to build consumer demand for your product. Your pork sausage must have delicious, zestful flavor. It must be

of peak quality. It must have individuality to succeed in a competitive market. *You can get these advantages through MAYER Seasonings!*

MAYER Seasonings for pork sausage are BETTER Seasonings. They are made from finer spices, prepared with greater care. They are formulated, prepared and blended by SEASONING EXPERTS—men with years of practical knowledge and extensive knowledge of sausage manufacturing—not mere theory!

You'll find that the advantages you gain by using MAYER Wonder Pork Sausage Seasoning or Special Pork Sausage Seasoning will give your product a definite competitive edge that will make it sell better, at a higher price, and bring in profits. And what is just as important to you—it will cost no more to use than an inferior seasoning material.

Write today for samples and prices!

H. J. MAYER & SONS CO.

Makers of

H. J. Mayer Special Sausage Seasonings and Neverfail, the Perfect Cure

6819-27 S. Ashland Ave., Chicago, Illinois

The National Provisioner



THE MAGAZINE OF THE

Meat Packing and Allied Industries

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Daily Market Service (Mail and Wire)

"THE NATIONAL PROVISIONER
DAILY MARKET SERVICE" reports
daily market transactions and
prices on provisions, lard, tal-
lows and greases, sausage ma-
terials, hides, cottonseed oil,
Chicago hog markets, etc.

For information on rates and
service address The National
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vice, 407 S. Dearborn St., Chicago.

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PRAGUE POWDER

FOR
HAMS

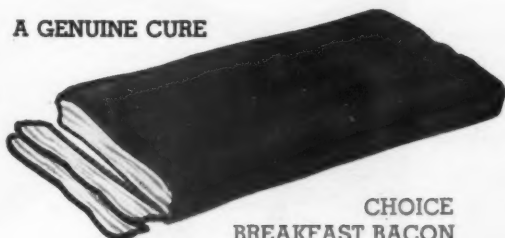
A
SOLID CURING
CRYSTAL
Made under GRIFFITH'S
Process Patents

21-DAY CURE



The weight of a ham makes no difference in curing time if you pump with Prague Powder Pumping Pickle.

A GENUINE CURE



CHOICE
BREAKFAST BACON

"Keep Your Inventory in Transit."

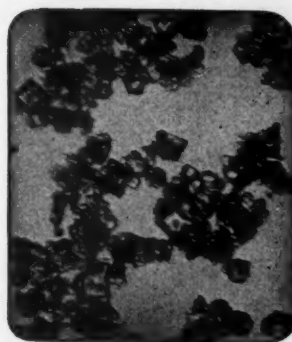


Meets
B. A. I. Requirements

USE
PRAGUE
POWDER

A
Homogeneous
CURING
COMPOUND
of Dependable
Character

FOR
BACON



SOLUBLE
Prague Powder
You Do not Need Nitrite.
PRAGUE POWDER
Does All the Work

PRAGUE CURE is "America's Perfect Cure"

PRAGUE POWDER is not a Mechanical Mixture
The elements used are fused to change the general character of the Nitrites and the Nitrates.

Always Uniform

PRAGUE POWDER is a Long Step Forward to
a Rich, Ripe Flavor in a Short-Time Cure

A flavor that pleases. A color that holds.
Ready 1½ days to the pound.

The "quality cure" and the "tasty flavor" will
increase your meat sales.

The Griffith Laboratories

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PREFERRED BY MORRELL

because food quality comes first



... yet Aluminum kettles cut costs, too

Aluminum is a CLEAN metal. It resists meat acids, won't spot meats, can't contaminate nor affect flavor or color. Its silvery brightness never rusts. In addition, Aluminum packing plant equipment is economical to buy, lasts indefinitely, never needs tinning or plating.

These sanitary and cost-saving advantages explain why packing plants throughout America are fast swinging to "Wear-Ever". They have learned, too, that the name "Wear-Ever" on any piece of equipment is assurance that it has been made of the best-adapted Alcoa Aluminum alloy for its particular use, so that it will endure. For complete catalog, address THE ALUMINUM COOKING UTENSIL COMPANY, Desk I-470, 11th Street, New Kensington, Pa.

OFFICES IN ALL PRINCIPAL CITIES



★ ALUMINUM ★
THE FOOD-FRIENDLY METAL



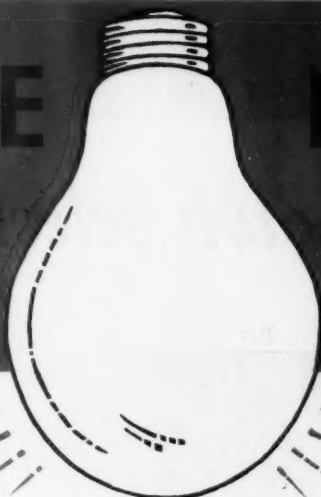
"Wear-Ever" ALUMINUM

THE STANDARD: WROUGHT OF EXTRA HARD, THICK ALUMINUM PLATE

SCIENCE

brings light

to the night



and a finer seasoning for Pork Sausage

It took many years of scientific research and laboratory development to bring STANGE Seasonings to their efficient, perfected form. Without the great strides that STANGE has made in the art of scientific seasoning development, the fullest benefits of natural spices would not be available to sausage manufacturers.

With the pork sausage season close at hand, NOW IS THE TIME to make your preparations for profits. We will gladly submit a blend of Dry Essence of Natural Spices that will duplicate your private seasoning formula, or we will prepare a private seasoning blend that proved its ability to build profits in your locality. This seasoning blend is yours exclusively, and every seasoning order you make is laboratory checked to conform with this formula.

We deliver to you a season-

ing that is completely soluble, that contains no pith, fibre or foreign matter. STANGE Seasonings are clean — they do not discolor the product. STANGE Seasonings are concentrated. They go farther. STANGE Seasonings have better flavor. They build sales and profits. STANGE Seasonings actually save you money — a little goes a long way.

When you buy STANGE Seasonings we furnish tested formulas, give you expert advice on manufacturing, operating and merchandising. STANGE Service only starts when you buy STANGE SEASONINGS.

Remember—
that clean appearing, bright pork sausage will outsell!

**STANGE Seasonings Meet
B. A. I. requirements.**

These special services are performed solely for the purpose of helping you reap full benefits from the pork sausage season through proper, intelligent use of STANGE Seasonings.

**Write for details about
this complete service.**

Samples of STANGE Seasonings
gladly sent!

WM. J. STANGE COMPANY

2536-40 Monroe Street, Chicago, Illinois

WESTERN BRANCH: 923 E. 3rd St., Los Angeles, Calif.

Make your own selection



Whatever your gelatine requirements are, there is a grade of Wilson's Pure Food Gelatine to fill them.

Clarity, strength and neutral taste are all of equal importance in making the finished product worthy of your best efforts.

**WILSON'S
"ACCEPTED" GRADINGS**

No. 120	<i>Pure</i>
No. 100	<i>Food</i>
No. 80	<i>Gelatine</i>
No. 60	

The same high standard of quality prevails. Select the "Gel" strength best suited to your needs.

Write for samples and quotations,—the rest will be a genuine pleasure.



U. S. YARDS, CHICAGO





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JOHN H. STAFFORD CO.
260 Richmond Street West, Toronto

UNITED KINGDOM
A. E. STALEY MANUFACTURING CO.
90 Fincharch St., London EC3

"STALEY'S SAUSAGE FLOUR

improves quality and cuts costs, of course. But it does more than that. It brings out the full depth of flavor you've worked for. It adds pure, wholesome nourishment. **And I'll tell you why!**

It was created with a three-fold purpose—

1. To give the manufacturer a better sausage and loaf goods flour than any other product for the purpose.
2. To impart fullness that would stay, add show case appeal, make the finished product cut clean and smooth—in short, please the dealer.
3. To give sausage and loaf goods a character that would create consumer preference."

Write Staley Sales Corp. or your nearest distributor for complete information. The experiences of users may surprise you.

Staley's SAUSAGE FLOUR
STALEY SALES CORPORATION · DECATUR, ILLINOIS

Subject to regulations in Federal Inspected Plants



STANDARDIZE YOUR DRY SAUSAGE LINE



PROTECTION *for Jobbers and Distributors*

Not alone the protection of the Circle E trademark which stands for top quality in Dry Sausage, but also the protection of a house that solicits no business from the retail trade.

If you pride yourself on being a judge of good Dry Sausage, we know Circle E products will please you — and please your customers. Send for complete details of our plan. At the same time we'll answer your questions, if you have any. Write today.

and you will

STABILIZE SALES and PROFITS

Admittedly, sausage business is built on good quality and fine flavor that is always *uniform*. This is especially true of Dry Sausage. Consumers want to judge today's purchase by yesterday's enjoyment of the product. And retailers base buying on consumer preference.

If you buy Dry Sausage here, there and everywhere — if you handle one brand today, another tomorrow, how can you be assured of uniformity?

In dealing with Circle E, you are offered a line so full and complete that you can secure any Dry Sausage product, no matter what it is. And you are dealing with an old established house noted for the quality of its product.

Hundreds of Circle E customers have built a big, profitable business with this line. You can do the same. Get in touch with us today.

Write for details!

Circle E Provision Company

UNION STOCK YARDS — — CHICAGO, ILLINOIS

THE NATIONAL Provisioner

Volume 93

THE MAGAZINE OF THE

Number 12

Meat Packing and Allied Industries

SEPTEMBER 21, 1935

BUILDING *Canned* MEAT SALES

● Volume Increased By Intensive
Merchandising Built Around Retail Store

VOLUME SALES of canned meat are on the increase. This is due largely to three factors:

Good product put in the cans,
Systematic merchandising, and

The fact that housewives realize that meat on the pantry shelf is just as great a convenience as other foods in cans.

While quality and tastiness of product are necessary for "repeat" canned meat sales, there is something even more important in developing volume business — selling the line first to the retailer, then to the consumer.

Helping the Dealer

Smart packer merchandisers are doing this by showing the retailer how he can handle such lines profitably, making it possible for him to advertise them locally, furnishing him with publicity for his store, and — finally — offering inducements to attract the consumer to this particular line of canned goods.

When the consumer has had an opportunity to

test the line, then quality and tastiness take care of "repeat" business.

Such campaigns as this are helping to increase canned meat consumption, and are aiding in development of new products which "tie in" closely with the eating habits of the nation. Per capita consumption figures should continue to climb as long as high quality is the rule. The rate of increase will depend on efforts of canners of high quality meat products to put their sales message before consumers.



TO SUIT TASTES OF ALL NATIONS.

Two of the canned meat items which are part of the new International Style Foods line of Kingan & Company. Can outsells focus attention on introductory premium offer.

with new products and intensive merchandising effort.

Possibilities for meat canners and retailers in the right kind of canned meat merchandising were revealed in a test campaign made by this company

Increased Sales 281 Per Cent

Kingan & Company is one of the packers actively pushing canned meat sales, and going after increased canned meat volume

recently in 1,400 stores in the East and South. In this preliminary activity—conducted without advertising or selling bait of any kind, and relying solely on counter displays, plus voluntary dealer cooperation—a 281 per cent increase in sales was registered.

The stores were not hand-picked; nor was distribution forced by sampling or intensive work by specialty crews. Retailers bought because they wanted to; consumers purchased because they liked the product.

On the basis of this test Kingan & Co. figure that any retail store serving 250 families could easily add \$1,000 per year to sales volume by stocking and properly displaying a line of quality canned meats. Larger stores should be able to show proportionately greater increases.

This packer not only makes a large and varied line of canned meats in tin and glass, but is continually adding new products as sales opportunities are developed. Thoroughness with which possibilities for increased canned meat sales were studied is illustrated in the reasoning responsible for addition of the new "International Type Foods"—a group of four products—to the Kingan canned meat line.

Study of Consumer Tastes

The census of 1930 indicates 20.7 per cent of the population of the country to be of foreign or mixed parentage, and 10.9 per cent to be foreign born. Almost one-third of the population, therefore, is closely attached by strong racial ties to habits and customs of their ancestors. And these in-

POINT-OF-SALE ADVERTISING.

Window "jumbos," dummy cans, store islands, counter cards, demonstrations by home economists, an attractive premium offer, and merchandising advice by experts are some of the means by which Kingan & Company is going after a greater canned meat volume.



INTERNATIONAL STYLE FOODS.

Two more of the new Kingan products planned to suit the taste of various nationalities. Attention is drawn to introductory premium offer.

fluences, it is reasoned, have an especially strong bearing on the food preferences of composite America.

In every city of any size restaurants are found featuring French, German, Italian and even Russian cuisine. Italians have popularized spaghetti, ravioli and meat balls. The Greeks have established their own school of cooking. The Chinese have taught us to like chows and sueys. The Hungarians have shown us how to glorify the stew.

These foreign food innovations have been working slowly and steadily. Today, it may be said, Americans live on an international diet. But the foreign-born still cling to their food preferences, so foreign foods must be included in any complete line of ready-to-serve products. If not, the potential market is reduced one-third.

Kingan & Co. has answered this situation with "International Style Foods." These foods, the company says, have the following selling appeals:

Aimed at Selling Appeal

Main Dishes.—Every item is an entree or main dish around which the meal is built. This gives the retailer a strong leverage for sale of related items.

Surprise Treats.—The line has wide variety, appealing to the consumer seeking new taste thrills.

Genuine Recipes.—All recipes are authentic, developed under the supervision of famous chefs.

Ready Profit for Retailers.—Margins are adequate; investment is small, and a liberal program of advertising assures the retailer a big and steady profit.

New Name for Canned Meat

International Style Foods include corned beef hash, an American dish; Italian spaghetti and meat balls; English beef steak and kidney stew; chicken a la king, the French favorite. These foods are packed in tins bearing the standard Kingan label design (see

THE NATIONAL PROVISIONER of April 28, 1934), to which is added a strip on which is printed "International Style Foods."

These International foods are, of course, units in the Kingan line of tin and glass-packed meats, including sandwich spreads, tongue, brains, tripe, pigs' feet, tid-bits, sausage, chile con carne, etc.

An interesting detail in its canned food merchandising is that this company does not refer to these products as "canned meats," but as "pantry foods." The latter term has a clear meaning to the consumer, and is of considerable value in building good will and increasing sales.

Merchandising Through Retailer

Merchandising "pantry foods," including the new line of International style foods, is centered around the retail store. The selling plan is explained in the "Kingan Pantry Profit Plan," a 12-page summary, bound in a letter folder for easy filing. This outlines the possibilities for the retailer in canned meat sales, describes "pantry foods" and International style foods and tells what Kingan & Co. is doing to help retailers make a quick turnover of these products. This Kingan Pantry Profit Plan has been widely distributed to retailers in the company's sales territory.

Kingan is allowing each retailer who purchases canned meats 5 per cent of billing invoice for local newspaper, poster, radio and handbill advertising. The company also furnishes cuts, mats of electrotypes, and—if requested—will suggest advertising copy to retailers or even write complete ads. Settlement is made with the retailer promptly upon receipt of evidence the advertising has appeared.

This plan of consumer advertising, the company believes, assures the advertising being placed where it will do the most good—right in the dealer's locality. It also avoids expensive waste.

CALLS THEM PANTRY FOODS.

Canned meats given a new and meaningful title by Kingan & Company in their drive to increase sales volume. These are some of the Kingan products in tin and glass.

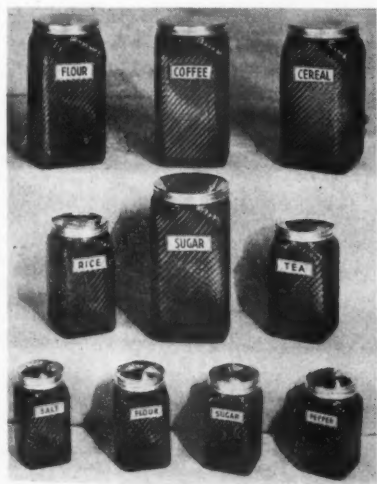
Colorful window displays, store islands, counter cards and window streamers are furnished in any quantity the dealer can use effectively. Dummy cans and packages are also available, to enable the dealer to make an effective display without a heavy investment and inventory. The company not only furnishes this material, but cooperates with dealers in displaying it.

Use of A Premium

By special arrangement with a large glass manufacturer Kingan & Co. has gained exclusive control of a new 10-piece pantry-jar set which would ordinarily sell in department stores for \$2.50. To stimulate initial purchases of International style foods these sets are furnished to retailers for distribution to housewives in exchange for three labels and 50c.

In the initial test campaign in 163 Indianapolis stores consumers bought these pantry jar sets faster than the company could furnish them. In hundreds of instances housewives purchased three cans of International style foods and cut off the labels while they were in the store, so they could take the pantry set home with them.

Special can outserts and counter cards are furnished to focus attention on this premium offer. The retailer bears no part of the cost; Kingan



PREMIUM DEAL HELPS SALES.

Glass pantry set housewives can obtain with three labels from International Style Foods and 50c. Retailer bears no part of cost of premium.



stands it all, applying the 50c received from the customer to partly offset cost of the premium.

Modern Merchandising Service

For store wide sales and other in-the-store sales promotion, Kingan & Co. furnishes the aid of competent home economists. This cooperation is offered wherever the estimated volume of business justifies the expense.

Kingan field men for this line are specially-trained merchandising experts, ready at all times to assist retailers in setting up or operating a canned meat department. These men are routed to provide frequent and intelligent servicing of retailers, with emphasis on store turnover of merchandising, rather than building up of inventories.

These men aid retailers in planning and setting up advertising, make store display material pay better dividends and offer suggestions for turning over a larger volume of products.

The Pantry Profit Plan as developed by Kingan & Co. is, therefore, a three-

cornered merchandising proposition, and has been developed with the knowledge that:

First, there is a definite market—a waiting market—for high-quality canned meats which meet the eating habits of all classes of consumers;

Second, that Kingan & Co. is in a position to supply the retailers' requirements for the full cultivation of this market;

Third, that the company can back up retailers with a proved program of promotion.

Offsets Meat Volume Loss

Through this plan of merchandising the company is proving that canned meats will partly offset declines in meat sales volume brought about by limited supplies and rising prices; that food stores can "cash in" on fast turnover, profitable canned meat sales; that combination stores can speed turnover and boost sales of meats in tin and glass; and, finally, that canned meats can be made popular with consumers and profitable for their producer.

Packers Ask More Protection Against AAA Tax Imposition

WHILE the government moved in individual cases this week to bring about dissolution of injunctions restraining processing tax collections, there was no concerted movement to this end and no immediately decisive developments.

In the case of John Gebelein, Inc., Baltimore meat packer, attorneys for the packer began new arguments on the AAA amendments, filing a new brief. Judge Chesnut had previously filed an opinion stating he would grant an injunction, but afterward asked for additional argument on the amendments.

Packer Attacks Amendments

The supplemental Gebelein brief attacks the amendments, declaring that they merely continue and enlarge the original scheme of local production and price control; leave the Secretary of Agriculture's power as broad as before; cannot ratify the collection of taxes prior to their passage; deprive the taxpayer of any adequate remedy at law to recover taxes illegally imposed; constitute an obvious attempt to prevent all recovery of tax, once collected.

The brief argues that Congress cannot ratify what it could not originally delegate; that the right to an injunction to restrain collection of taxes imposed after the date of the amendments is not affected by the general prohibitions in the amendments and that if the original act is invalid, no tax is now in effect under the amendments.

Packers Go a Step Farther

In many cases where the government has moved to dismiss temporary injunctions, packers are pleading that the motion be denied and asking leave to file a supplemental bill of complaint on the amendments, asking additional relief on account of them, and asking that government answer the supplemental bill within a short time. Such a bill dealing with the amendments has been filed by Pacific Coast packers, and if granted will protect them pending final decision.

In federal district court at Boston, Judge Brewster granted two temporary injunctions restraining collection of processing taxes last week in spite of the provisions of the new AAA amendments.

The internal revenue bureau has filed for record in the office of the county recorder at Peoria, Ill., a lien of \$93,562 against the Wilson Provision Co., Peoria, for alleged failure to pay processing taxes. The collector demands payment of tax and penalties for five months. The property of the Wilson Provision Co. was recently ac-

quired by Armour and Company. Such action has not been typical of the government policy in handling processing tax cases.

MEAT IN REDUCING DIET

Meat was given prominence in the American Dietetics Association exhibit at the annual convention of the Illinois Catholic Hospital Association and the

National Federation of Catholic Nurses, in session this week in Chicago. Marked interest was shown by exhibit visitors in the weight reduction diet display showing the diet built around liberal servings of lean meat. This diet was the result of studies of Dr. L. K. Campbell, of Rush Medical College, co-operating with the National Live Stock and Meat Board. Foods for breakfast, luncheon and dinner menus were shown in the display, each meal containing a meat dish. Each day, foods for hospital patients were also displayed, meat dishes occurring in two or more meals. Reprints of Dr. Campbell's weight reduction studies were available and greatly in demand.

Packers to Discuss Problems Facing the Industry

A DISCUSSION of the outlook for supplies of hogs and other meat animals, and of the outlook for meat packing, and an address on legal questions affecting the packing industry will feature the thirtieth annual convention of the Institute of American Meat Packers scheduled for October 21 and 22 at the Drake Hotel, Chicago.

Sectional meetings will be held on Friday and Saturday, October 18 and 19, preceding the regular convention sessions.

The annual meeting of the members of the National Organization of Sausage Manufacturers will be held on October 19.

Entertainment features tentatively scheduled include a dinner dance with entertainment at the Drake Hotel on the evening of October 21, and the an-

nual dinner at the Palmer House on the evening of October 22.

An exhibit of packinghouse equipment and supplies will be held from October 18 to 22 in exhibition rooms adjoining the convention hall. Most of the exhibit space already has been reserved.

The sectional meetings will be held according to the following schedule:

Friday, Oct. 18, 10 A. M.

Operating Section.

Friday, Oct. 18, 2 P. M.

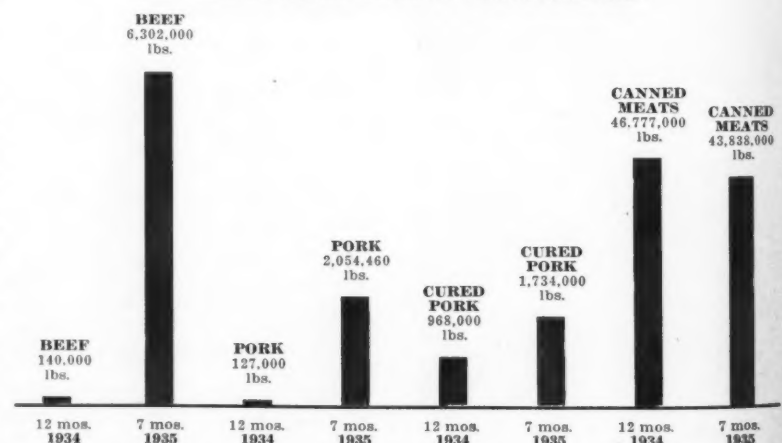
Engineering and Construction Section.

Sales and Advertising Section.

Saturday, Oct. 19, 10 A. M.

Chemical Section.

MEAT IMPORTS SHOW SHARP INCREASE



Volume of imports of meat and meat products into this country increased sharply during the first 7 months of 1935, compared with total imports in 1934. Greatest increase was in edible animal fats and inedible tallow, 184,958,000 lbs. being imported during the first 7 months of 1935, compared with a total of 44,536,000 lbs. in 1934.

Bruises from Handling Cost Packers 7c per Hog Last Year

PACKERS lost close to 3½ million dollars last year in meat values on bruised hogs—due to careless handling in shipment and before killing. This is bad enough—7 cents a hog—when hogs are plentiful, but it's almost criminal when hogs are as scarce as they are now.

These loss estimates are based on check of a quarter of a million hogs killed last year at 32 packing plants, made by the National Livestock Loss Prevention Board in a general survey of livestock handling losses now being carried on in cooperation with the Institute of American Meat Packers. On the total 1934 kill of over 48 million hogs, this would bring the bruised pork loss for the year up to \$3,393,250.

In the survey of hog losses the statistics gathered covered a total of 258,429 hogs killed in relatively small lots on successive days by 32 packing companies from coast to coast. Of these

EATING INTO MARGINS



Average loss per hog from bruising amounts to almost one-third as much as the packer's return on the processing of a 200-lb. animal.

hogs 53,335, or 20.6 per cent, were found bruised sufficiently to cause a loss when sold as dressed pork.

8 Per Cent of Hams Degraded

Bruises were found on 41,663 hams—more than 8 per cent of them—on 10,091 backs, 9,785 shoulders and 15,165 bellies.

Dollars and cents loss from bruises in this survey alone amounted to \$18,067.35, or an average of 7c per hog on the total kill. For the total commercial slaughter of 48,475,000 hogs in 1934 the loss on bruised hogs was estimated at \$3,393,250.

In gathering data it was emphasized

that information was wanted on typical experience as to bruises, not on particularly good or bad lots. Determination of the money loss was made by subtracting the market value of bruised cuts from the market value of such products had they not been bruised. Information was also gathered as to the apparent cause of bruises.

How and Where Bruises Occur

Apparently bruising of hogs occurs along the entire route from the farm to the packinghouse. Number of old bruises mentioned on reports in the survey is more than double that of fresh bruises, which would indicate that much bruising occurs at time of loading on the truck at the farm. Improper loading chutes and loading hogs in the same truck with larger animals are also emphasized as causes of bruising.

Bruises from bites or fighting are given first importance. Next in order of importance are wire scratches, bruises from sticks, clubs or canes, sharp projecting corners, nails and bolts, whips, prod poles and kicks.

Canvas slappers are mentioned as a probable cause of bruises in only a few instances. Because of their wide surface and lightness it is not believed that a slapper would bruise at all, except when wet. This is why they are universally used in stock yards and are highly recommended for use by farmers and truckmen.

EDITOR'S NOTE.—The next report on this survey will cover losses from bruises on cattle and beef products.

MEAT PACKING IN RUSSIA

Twenty large meat packing plants have been constructed in Soviet Russia since 1929, according to the "Economic Review of the Soviet Union." Prior to that time meat packing was carried on in antiquated slaughterhouses, with no refrigeration and no departments for the utilization of by-products. In addition to the new plants, many departments have been added to the old plants. The basic capital of the industry had increased from 60 million rubles at the end of 1928 to 350 million rubles at the end of 1933.

Largest Plants in Moscow and Leningrad

Two huge meat packing plants—one in Moscow and the other at Srednaya Rogatka, near Leningrad—started operations in December, 1933. They were erected at a cost of 55 and 72 million rubles, respectively, and are considered to be superior in design and equipment.

The total daily capacity of the Moscow meat packing combine, when all sections are working in two shifts, will



WHIPS SPOILED THIS CARCASS.

This hog will cut out at a much lower value than its real worth because it was whipped somewhere along the route to the meat plant.

be 1,800 head of cattle, 500 calves, 6,000 pigs and 1,500 sheep. The number of workers to be employed will be between six and seven thousand.

The capacity of the Leningrad plant will be 1,000 head of cattle, 500 calves and 4,000 pigs per day. The construction of a sausage department with a daily output of 60 tons and other auxiliary plants is also scheduled for completion soon.

As a result of the new plants and the modern equipment installed, it has been possible to increase the proportion of the useful weight of cattle from 55 per cent in the years up to 1930 to 73.5 per cent in 1933 and 76 per cent in 1934.

Margarine Manufacture Increased

About 10 factories for the manufacture of margarine, the production of which was begun only in 1930, are now in operation, the Review states.

The second five-year plan provides for the completion of 17 additional meat packing plants and the starting of construction of 23 new plants. The total capacity of these plants will be 541,000 tons annually and their cost is put at 620 million rubles.

In October, 1934, the annual program for meat deliveries had been fulfilled 62.4 per cent. Certain regions, notably the Crimea, Transcaucasia, White Russia, the Far Eastern region and Leningrad district were considerably ahead of this average.

Practical Points for the Trade

Handling Hog Casings

To get high yields of hog casings of good quality it is important to have proper handling on the killing floor.

When the viscera is removed from the hog carcass the first step is to detach the pluck, stomach and bung, strip off the small intestines and remove the middles. The fat is stripped and the casings are turned over to the casing department.

To obtain clean fat and high casing yields viscera-separating tables of proper design are necessary. These may be of moving or stationary type. Contents of bungs and stomachs should be stripped into special drainage outlets and table should be kept flushed with water from overhead sprays.

STOMACHS

First, stomachs are removed from viscera and stripped of caul fat and the other fat is trimmed off with a knife. A small incision is made in the stomach, it is turned inside out and freed of its contents. The stomachs are then thoroughly slimed and cleaned.

Cleaning.—Sliming is done in a machine with a perforated cylinder rotating within a tight shell. Machine is half filled with water at 120 degs. Fahr., 250 stomachs put in, and machine is run for 10 minutes. First water is drained, and stomachs rinsed in a second water. Rotation of cylinder rubs stomachs against sharp perforations and cleans them.

Salting.—After being slimed, cleaned and chilled the stomachs are packed in salt in a tierce with perforated sides, allowed to drain over night, are re-salted the next morning and left in the salt until thoroughly cured. Stomachs not used as meat containers but for the production of pepsin are thoroughly cleaned, the pepsin is removed from the cardiac part of the inner lining and the balance of the stomach is sent to the rendering tank.

BUNG GUTS

Pulling.—The next operation is pulling the bung gut. When doing this the operator should have the pocket of the middle gut on his left side and the bung close to his body. The fat is then torn off between the pocket of the middle and the bung, the tail end of the bung being found somewhat hidden in the fat. This tail end should be pulled out, freed of fat and skinned. Following it up, pull the bung out of the middle as far as it is desired to have the bungs measure in length. When the bung is pulled, the end of the large middle intestine remaining in the viscera should be tied to prevent the contents from dropping on the ruffle fat. The small end of the



bung is not usually tied but is pulled loose and then the crown end is broken loose by stripping off the skin 15 to 20 inches down from the crown.

Stripping.—After pulling, the bung is stripped and flushed into a pipe by working the bung through the hands. Contamination may be avoided in flushing the bungs by using an S-shaped pipe or an apron-like arrangement on the pipe. This keeps the overflow water and dirt from falling on the bung and spoiling the fat. Where the number of workmen is limited one man can pull, strip and trim bungs.

Trimming.—In trimming, the bung is caught on a hook by the crown, the trimmer inserts two or three fingers within the crown and then trims the fat away as closely as possible from the crown along the length of the bung. The bung is then distended with air, measured for width and graded.

Measuring.—The width is measured by inserting the inflated bung at a point 18 to 22 inches from the crown into a gauge. This gauge is a board containing several notches corresponding in width to the various grades. The bung is graded according to the notch which it most nearly matches.

Where bungs have a very large crown end and yet may not fill the gauge plumb at 18 to 22 in. from the crown they are placed in the higher grade,

while on the other hand where the crown is very small but the requirement is met otherwise they must go into a lower grade.

Grading.—In grading, care must be taken to see that the bungs are full crowned, free from cuts and scores and pulled full length. No badly strained pieces should be placed in the No. 1 selection and no lot should show 10 per cent under and over any grade.

Wide variations is apparent in the commercial grading of hog bungs, but the following grading is used by some large producers:

Export 400s, 2 in. and over:

Large prime 500s, 1-13/16 to 1-15/16 in., inclusive;

Medium prime 550s, 1-11/16 to 1-12/16 in., inclusive;

Special prime 580s, 1-9/16 to 1-10/16 in., inclusive;

Small prime 600s, 1-6/16 to 1-8/16 in., inclusive;

Skip 700s, 1-4/16 to 1-5/16 in., inclusive.

Salting and Packing.—After grading, the bungs are turned inside out and thoroughly chilled in cold water. They are then put in the salt boxes and thoroughly salted. Ten bungs are shaken free of the damp salt, bundled by tying one bung around the lot and the bundles packed in tierces.

SMALL GUTS

Pulling and Fattening.—After the stomach and bung have been removed, the next step in handling hog casings is to loosen the small casings from the edge of the ruffle fat. In doing this the ruffle is placed at the edge of the table with the cap of the middles to the right. The puller grasps this with his left hand and pulls the casings loose from the fat with his right hand. The casing is broken off a short distance above where it joins the middle gut.

None of the ruffle fat should be left on and care should be taken not to cut or score the casing. When about half of the set has been removed, the casing is thrown over a peg to mark the middle of the set. After 10 sets are pulled they are tied together in a bundle and sent to stripper.

At this point in handling small guts methods vary, depending on whether cleaning is to be done by fermentation or by the new method, wherein a sliming machine replaces fermenting. The fresh cleaning method rapidly is becoming standard in plants where the kill justifies it. It does away with all objectionable odors, increases yields, reduces labor costs and floor space and saves time.

Description of the fresh-cleaning method appeared in the August 31 issue of THE NATIONAL PROVISIONER.

Details of the fermentation method will appear in a later issue.

Handling Hog Casings

Do you know how to handle hog casings? It means PROFIT to you if you do and LOSS to you if you don't.

Complete directions for handling hog casings, all the way from the killing floor to the storage room, have been prepared by THE NATIONAL PROVISIONER. They include both the old method by fermentation and the new fresh-cleaning method.

These may be had by sending in the attached coupon, with 25c in stamps.

THE NATIONAL PROVISIONER,
Old Colony Bldg., Chicago, Ill.

Please send me directions for handling hog casings.

Name.....

Street.....

City.....

Enclosed find 25c in stamps.

Recent Patents

New Devices Relating to the Meat and Allied Industries on Which U. S. Patents Have Been Granted.

Meat Treating Method

Lloyd B. Jensen, Chicago, Ill., assignor to Industrial Patents Corp., Chicago, Ill. In this process, a compound is added to the meat during curing and converted to a reducing agent by the action of certain enzymes in the meat. The meat is also subjected to the action of a color fixing agent. Granted May 21, 1935. No. 2,002,146.

Artificial Sausage Casing

Franz Goldberger, Breda, Netherlands, assignor by mesne assignments to Sylvania Industrial Corp., Fredericksburg, Va. This casing is produced of non-fibrous cellulosic materials and has a multiplicity of cavities in walls whereby permeability and elasticity of the walls are increased. Granted May 7, 1935. No. 2,000,835.

Method of Making Margarine

Albert Kuba Epstein, Marvin C. Reynolds and Benjamin R. Harris, Chicago, Ill.—This method makes a substantially dry and non-leaking product. It comprises making an initial liquid emulsion of oleaginous material and cultured milk and treating the emulsion to form a plastic mass. Into this mass is blended an additional amount of liquid milk product and a relatively small proportion of a relatively high molecular weight fatty acid ester of glycerine with more than one free hydroxy group, together with a proportion of sodium chloride. The final margarine product contains more moisture than the initial emulsion. Granted July 2, 1935. No. 2,006,798.

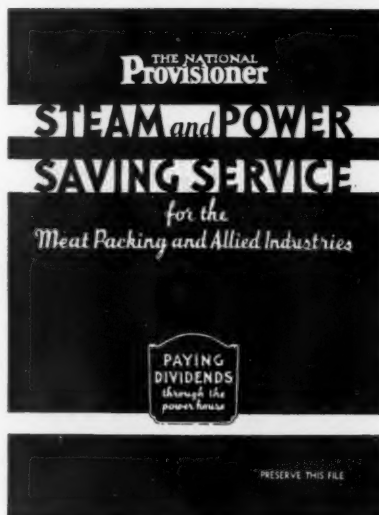
Slice Evener and Stacker

Harry H. McKee and Nicholas J. Dziedzic, Chicago, Ill., assignors to Industrial Patents Corp., Chicago.—A slicing machine comprising, in combination, a main frame, parallel guideway providing means carried by the frame, a knife carrier slidably mounted on the guideway providing means and provisions for supporting the meat during the slicing operation. A transversely extending knife is secured to the carrier, and means are provided for reciprocating this carrier so that the knife moves towards and from the supporting means and in relation thereto in a manner to effect a slicing operation when the cutter is moving towards the support.

The knife carrier is provided with a slice evener and stacker on a transversely extending member having a relatively narrow lower edge. This

edge is arranged along and adjacent to the lower face portion of the knife and only a short distance from the lower cutting edge. The mechanism has means cooperatively associated with the frame on the one hand and the transversely extending stacker and evener on the other. These are constructed so as to effect an angular movement of the stacker or evener in a manner to swing the upper portion of the stacker or evener in a forward direction until the normal front face of the stacker is moved to substantially a right angle position in respect to the cutting plane. As the knife carrier moves upwardly during its return movement, the stacker is restored to a normal relatively upright position. It remains in this position until the cutter carrier is near the end of its travel for the succeeding cutting operation. Granted July 9, 1935. No. 2,007,339.

Would This Information Be Useful To You?



A binder containing all information on "Steam and Power Savings" published by THE NATIONAL PROVISIONER up to date, in which can be filed later data as it appears.

If you want this binder and its contents, fill out the following coupon, and send it with \$1.00 to The National Provisioner, 407 So. Dearborn st., Chicago, Ill.

Name
Firm
Street
City

Paint in the Plant

Packers Need to Know More About Kind of Paint to Use, Where and How It Should Be Used

GETTING READY TO PAINT

By HENRY TRAPHAGEN.

GOOD paint, properly applied, will protect a clean sound surface, whether that surface be wood, metal or some other material. But by no stretch of the imagination can the best paint make a bad surface good.

The job may look clean and sound under cover of new paint. But in a mighty short time your new paint will be wrecked by a dirty, greasy, rotted or corroded under-surface.

Most plant painting consists of repainting jobs. If the old surface is sound, free from cracks, scale, blisters, etc., a good scrubbing, followed by thorough drying of the surface, is all that is needed, for your priming coat is O. K.

But if there is rust showing through, or if the paint is cracked or scaled, then—whether you like it or not—every last bit of the old paint must come off. And the bare surface must be clean and dry, before attempting to put on a new priming coat.

Metallic surfaces that have rusted must be freed of all rust. All cracks in wooden surfaces must be filled in. All rotted board must be removed and replaced with new lumber. If there are knots or pitch spots in the new lumber, these must be sanded and filled with shellac before the new coat goes on.

Painters with a reputation owe their success largely to careful cleaning and preparation of the surface before a drop of paint is used. Cleaning up is not quite as thrilling as spreading a pretty coat of paint, but it must be done thoroughly.

To "Save the surface and you save all" should be added the motto "Paint cannot make a bad surface good."

Watch this column for the next chapter in the discussion—"WHAT PAINTS ARE MADE OF."

CO₂ IN INSULATION

Experience has shown that it is good practice when using solid carbon dioxide to refrigerate meat trucks to vent escaping CO₂ gas into insulated wall, providing the insulation is of such a nature that the gas can pass through it. When CO₂ gas is allowed to permeate truck insulation one beneficial result is accomplished. This is absorption by the gas of any moisture that may be in the insulation. CO₂ gas is extremely hygroscopic and tends to dry out interior of wall.

"ADVERTISING AT THE POINT OF SALE!"



MR. CARL G. MAYER of Oscar Mayer & Company, Chicago, says:

"'Cellophane' does its greatest job for us at the retail counter, when the housewife stands ready to buy.

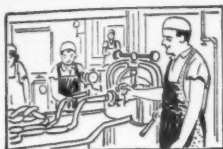
"Through assuring preferred display by the retailer, and by giving added eye-appeal to our package—it advertises *our* bacon at the very place where advertising is most effective: *the point of sale.*"

NEW IDEAS FOR CHRISTMAS—A survey has just been completed of the special Christmas "Cellophane" packages, which proved real "sales-getters" last season. *Write for these ideas today*—there is still time to apply special Christmas appeal to your standard line. Du Pont Cellophane Co., Inc., Empire State Building, New York City.

Cellophane
TRADE MARK

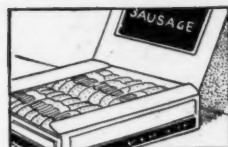
"Cellophane" is the registered trade-mark of the Du Pont Cellophane Co., Inc.





A page for the

SAUSAGE Manufacturer



Increasing Sausage Profits by Pleasing

By A. C. FLOTHOW.*

I LIKE liver sausage—most everyone does.

But I eat little of it. In this respect I am not an exception, as any packer or sausage manufacturer can determine by examining his liver sausage sales records.

I will eat more liver sausage when I can get the kind I like—a good product well seasoned and carefully made. So will a host of others.

A sausage manufacturer asked me recently: "Why has sausage consumption gone down?"

It hasn't, of course; it's only on a strike. Consumers have shied away from sausage because quality no longer attracts. They feel that no matter how low prices may be, they do not always get value received. Consumption of sausage can be revived any time packers and sausage manufacturers want to do it.

Reason for Price Competition

Sausage manufacturers are having their troubles. This is nothing new, however. They always have had troubles, among the more important of which are two: products made to sell at a price, and substitution.

The reasons why products are made to sell at a price are so well known it hardly seems necessary to repeat them. It all comes down to a fear of losing volume to the fellow who sacrifices quality to gain a price advantage.

In the struggle for lower prices, good business principles are lost sight of. Profits go by the board and there is no time to consider the consumer or to give thought to rendering him a service.

Finally the entire proposition is best described by the question: "How little needs to be made on a product to drop the price 1/2c?"

Depression Madness

The short-sightedness of sausage manufacturers is unbelievable. The heat can't be blamed, because there isn't any. Perhaps the condition can best be explained as "depression madness." Instead of the best-looking house in a block setting the standard, the reverse is true. Too many are trying to keep the appearance of their homes just a little above the worst looking house in the block.

Some time ago I talked with the head of the sausage department of a large

meat packing plant. He complained about substitution for his products in retail stores. I suggested identifying his products with brand and firm names. The suggestion didn't take. I was advised the cost of identifying (a fraction of a cent per pound) made it prohibitive! Imagine such an excuse!

Price selling is its own destroyer. There are today many opportunities to build a profitable sausage manufacturing business. I believe a producer of really good products could start up in any large center of population and steal the market with quality alone.

The natural answer to this is: "What is to prevent other sausage manufacturers from making high quality products and stealing the market in turn?"

Opportunities to Make Money

If all sausage were better prices would go up, but every sausage manufacturer probably would continue to get his share of the business. And all would be better off. They would get more money for their products and sell more, because consumers would be better satisfied with their purchases. Identifying the product would enable every manufacturer to keep his volume, be-

cause consumer tastes vary, and they naturally would drift to those brands whose flavor pleased them.

Sausage manufacturers need to think more about the consumer and ways to please him, thereby encouraging him to eat more sausage. He will pay the price for products that please him; he does not want at any price sausage that is not appetizing. As the sausage manufacturer serves better he will profit more.

STIMULATING SAUSAGE SALES

"Don't leave any extra milk today," said the little girl to the milkman. "You see, kittie died."

But next morning there was the same amount of milk on the doorstep, along with a new kittie. Smart milkman!

With this thought-provoking little story the Visking Corp introduced to sausage salesmen its 1935 campaign for merchandising help to retail meat dealers. Based on the knowledge that anything bettering retail sales will reflect favorably on the sausage industry, the Visking Sales Aid is a monthly service sent along with the Visking News, to more than 100,000 retail meat dealers throughout the country.

The service is based on thorough research in collaboration with experts in dealers' problems, and handles such questions as store layout, display, store location, and other important sales-producing factors. To make it more effective, special editions of the service, containing prefaces enlisting cooperation and suggestions for helping put the plan across to dealers are sent to sausage salesmen and sale managers.

In addition to current information on all phases of retail meat business, the service is a condensed form of the 20 per cent plan sent to 25,000 dealers in the last few years and used by them with great success. Other sales helps developed by the Visking Merchants' Service Bureau have included a book describing customer types and their buying motives and other "point-of-sale" helps such as the Taste-it plan, consumer folders and the Visking News.

The 1935 monthly service is attractively designed in two colors, with drawings and pictures illustrating the merchandising points discussed. Such thorough plans for helping stimulate sales of dealers may well prove to be the "kitties" which bring sausage sales and meat sales in general back to desired levels.

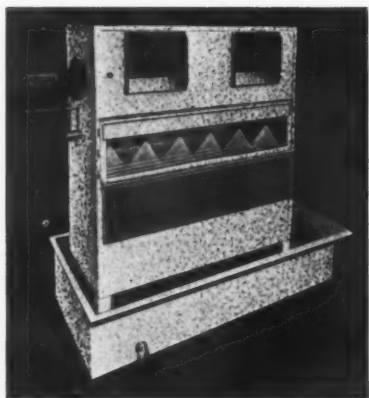


EYE AND APPETITE APPEAL

Most everyone likes one or more of the many varieties of sausage. Selling more sausage in the retail store, therefore, is usually not a task of education, but rather one of getting eye and appetite appeal into the display. When this is done sausage very often sells itself.

This case of sausage was shown by the Visking Corp. at the recent convention of the National Retail Meat Dealers Association in Los Angeles to demonstrate, among other things, how easy it is to make an attractive and appealing sausage display without a large investment.

*President, Everhot Mfg. Co., Maywood, Ill.



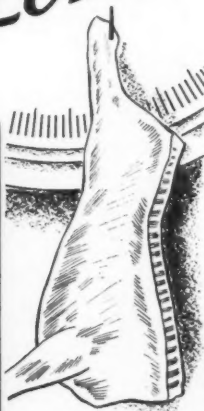
● Shrinkage, the most uncertain and difficult factor to control in packing house profits, can now be minimized by installation of Baker "Coldstream" Air Conditioning Units. Designed especially for packing house service, "Coldstream" Units deliver a mild, positive flow of properly humidified cold air that reduces shrinkage and gives carcasses the bright, dry finish that means sales. Baker also manufactures a complete line of Compressors, Coils, Brine Spray Decks and other refrigerating equipment for the packing house. Write for specifications.

BAKER

ICE MACHINE CO., INC.

16th and Evans Sts., Omaha, Nebraska

Factories: Omaha, Ft. Worth, Seattle, Los Angeles. Central Sales: Chicago, Eastern Sales: New York



Baker "Coldstream" Brine Spray Units are manufactured, engineered and installed by men with thirty years' experience in packing house refrigeration. Available in both forced draft and gravity flow types, compact, efficient and dependable in all chill room and storage room service.

CORINCO CORKBOARD THE PERFECT INSULATION

Because—

- It has structural strength. (Self-Supporting)
- It can be cut and fitted like lumber.
- It does not attract and actually resists moisture.
- It is a thorough non-conductor of heat.
- It is fire resisting.
- It is Nature's perfect insulation.

Let us show you how to reduce your overhead with CORINCO CORKBOARD.

CORK INSULATION Co., Inc.

155 East 44th Street
NEW YORK, N. Y.



Factory—Wilmington, Del.

Branches in principal cities



Stevenson Vestibule Door

with
Track Port

saves most money at busiest doorways. The metal-clad auto-close doors close the opening quickly, saving labor and refrigeration costs. Made with, or without, track port.

JAMISON
COLD STORAGE DOOR CO.
Jamison, Stevenson, & Victor Doors
HAGERSTOWN, MD. U. S. A.
Branches in all principal cities

Send for
Bulletin

PROVED AND APPROVED



REFRIGERATION and Air Conditioning



Plant Cooling Notes

For the Meat Employee Who Is
Interested in Refrigeration.

WHAT IS "AIR CONDITIONING?"

What is air conditioning?

In view of the increasing appreciation among packers of savings to be made, degrading of product to be avoided, and increase in workers' efficiency to be obtained through maintaining air in a particular state to meet specific requirements, it is important that this term be properly understood.

In general practice the term "air conditioning" is very loosely used. Advertising of air conditioning equipment has inspired some manufacturers to describe even shirts, shoes, etc., as "air conditioned." The term also is applied to apparatus which affects the atmosphere in some particular—such as an electric fan, an air filter, an odor remover, etc.

One concern making an evaporating device which is hung on the back of radiators advertises: "Now you can have air-conditioning at a reasonable price." This is a misleading statement.

Properly speaking, air is conditioned when its properties are changed. When the velocity of air is increased, it is "conditioned" with respect to motion. Increasing or lowering the temperature "conditions" it in respect to its heat content. Changing its moisture content "conditions" it in respect to humidity. There are degrees to which these changes may be made, and therefore the extent to which conditioning takes place may be varied.

Many packers no doubt think they have air-conditioned carcass chill rooms. Some have; more do not have. Some packers have had chill rooms engineered to chill carcasses quickly with a minimum of shrink, expense and product depreciation. (A typical example of such a room in an Ohio plant will be described in an early issue of THE NATIONAL PROVISIONER.) Some may have secured ideal conditions accidentally. But probably in a majority of cases there is room for much improvement. What they think is "air conditioning" may be merely refrigeration.

The packer "conditions" air in a chill room when he lowers its temperature. Considered only with respect to temperature, therefore, every packer has an air-conditioned chill room. But air-conditioning in chill rooms—in the sense the term is coming to be under-

stood in the meat packing industry—means more than changing temperature. It also involves regulating air motion and humidity, and coordinating these factors of temperature, air movement and humidity to secure rapid chilling at the least cost and with the smallest amount of real or apparent depreciation of carcasses.

Such coordination seldom is arrived at haphazardly. It is obtained when all conditions prevailing in the room and the results desired are taken into consideration when designing the cooling (air conditioning) system, and equipment is selected, adjusted and operated to function accordingly.

What has been said about air conditioning in carcass chill rooms also applies to air conditioning other departments of a meat plant. Conditions of temperature, air movement, humidity and sometimes other properties of air—purity, for example—must be coor-

dinated in proper relationships before air conditioning is obtained.

Even when applied to the meat packing plant, therefore, the term "air conditioning," unless referred to in connection with a particular department, conveys little meaning as to exactly what is being done to the air. It does explain, however, that scientific methods are being employed to secure desired results—that characteristics of the air are being changed in several particulars to best meet needs of product or health and comfort of employees.

When packers generally appreciate the ease with which ideal or near-ideal air conditions can be secured in various departments, and the profits accruing, they will want it.

REFRIGERATION NOTES

Georgia Market Bureau, Atlanta, Ga., plans farmers market, including cold storage plant. Cost will be about \$250,000.

Ernest Mucke, Hartford, Conn., recently purchased 4-ton refrigerating machine for use in bologna plant.

Ralph Stores, Alhambra, Calif., have purchased 7-ton refrigerating machine for use in market.

Fruit Production Co., George Louderback, manager, Cashmere, Wash., is building \$30,000 cold storage plant.

C. D. Shafer Co., Athens, O., has completed installation of new cold storage unit in local plant.

Wymore Ice & Cold Storage Co., Wymore, Nebr., recently opened its plant to the public.

Louisiana State University, Baton Rouge, La., plans to include meat and vegetable refrigeration plant in its new building program.

PACKERS AT SAFETY CONGRESS

A separate program has been arranged for delegates from the meat packing industry who attend the twenty-fourth annual Safety Congress and Exposition which will be held by the National Safety Council at Louisville, Ky., from October 14 to 18. Among features of the meeting will be a display of equipment developed in recent years for safeguarding dangerous operations.

Every phase of accident prevention will be discussed at the congress, with

AIR CONDITIONING

- What it is
- Why it is needed
- Where it should be used

in the MEAT PLANT

A clear statement by a recognized authority about this newest development for **saving and improving product** in the packing and sausage plant.

Describes methods and gives temperatures and humidities for each department of the plant.

Fill out and return the coupon if you want a copy.

THE NATIONAL PROVISIONER
407 So. Dearborn St., Chicago, Ill.
Please send me copy of "AIR CONDITIONING IN THE MEAT PLANT."

Name.....
Company.....
Street.....
City.....

Enclosed find 50c in stamps.

Which Motor for Jobs in Your Plant?



Squirrel-cage induction motors—simple, sturdy machines for your run-of-the-plant jobs

Wound-rotor induction motors for severe-starting-duty applications, or for use where adjustable-varying speed is desired

Gear-motors—compact, efficient, low-speed units for your conveyors, low-speed pumps, and process machines

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**THE RIGHT MOTOR FOR EVERY JOB—
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OUR complete line of motors, large and small, for every application, assures you of getting the **RIGHT** motor to give you the best results at lowest cost. Hundreds of meat packers go to **GENERAL ELECTRIC** for the quickest and most profitable solution of their drive problems.

In the nearest G-E office you'll find a sales engineer ready to help you select the **RIGHT MOTORS** and the **RIGHT CONTROL** for your jobs. He's well grounded in motor and control applications, and back of him is General Electric's 40 years of experience in the design, manufacture, and application of motors to industry. Write or phone the nearest G-E office, or General Electric, Schenectady, New York.

GENERAL  ELECTRIC

020-169

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Pat. applied for

Fig. 1234 "Hallowell" Cutting Room Truck

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Smooth galvanized surfaces, rounded corners, push handle each end, flanged top. Strictly sanitary.

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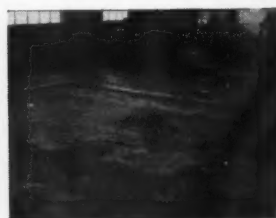
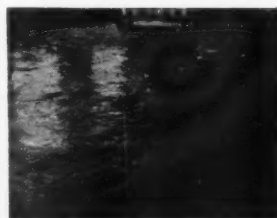
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*Repaired
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1322 Marquette Ave. Cleveland, Ohio



CLEVE-O-CEMENT

general sessions on industrial health, occupational diseases and first aid. Accident causes and remedies in canning and preserving food products will be discussed by E. E. Drews, division superintendent, Libby McNeill & Libby, Chicago, and there will be sessions for the exchange of accident experiences.

FINANCIAL NOTES

Dividends of 50 cents, \$1.50 and \$1.75 have been declared on common and 6 and 7 per cent preferred stocks of Safeway Stores, Inc., payable October 1 to stockholders of September 19.

Amalgamated Leather has declared a dividend of 50 cents on its preferred stock, payable October 1 to shareholders of record September 19.

A quarterly dividend of \$2.00 has been voted by Procter & Gamble directors, payable October 15.

Annual meeting of American Hide and Leather Co. will be held September 25, at Jersey City, N. J.

CHAIN STORE SALES

Safeway Stores, Inc., reports sales of \$195,037,850 for the first 36 weeks of 1935, ended September 7, an increase of 19.1 per cent over sales in the same period in 1934. Sales during the 4 weeks ended September 7 totaled \$23,960,355, an increase of 21.8 per cent over 1934 volume.

Sales of Kroger Grocery and Baking Co. for first 36 weeks of 1935 totaled \$157,568,588 compared with \$151,226,-

602 in the 1934 period, an increase of 4.1 per cent.

MEAT INSPECTION CHANGES

Changes in federal meat inspection service are reported officially as follows:

Meat inspection granted.—Bernard S. Pincus, Inc., 454 North American st., Philadelphia, Pa.

Meat inspection withdrawn.—Armour and Company, 317 N. Warren st., Trenton, N. J., Commerce and Jones sts., Shreveport, La., and 262 Hudson ave., Brooklyn, N. Y.; Hadassah Kosher Food Industries, Inc., 1043 W. 38th st., Chicago; Hygrade Food Products Corp., 2692 3d ave., New York, and 454 No. American st., Philadelphia; Swift & Company, 625 Brook ave., New York; Kennel Food Supply Co., Bronson ave., Fairfield, Conn.; Plymouth Rock Provision Co., Inc., 1560 Boone ave., New York.

Meat inspection extended.—Swift & Company, South San Francisco, Calif., to include Derby Foods, Inc.

Change of name.—Western Packing Co., Inc., 3830 S. Morgan st., Chicago, instead of Hygrade Food Products Corp.; Tel Aviv Kosher Sausage Mfg. Co., 3527 W. Roosevelt rd., Chicago, instead of Rubinsky and Shapiro; Maurer Packing Co., First st. and Meyers ave., Kansas City, Kans., instead of Fowler-Straub Packing Co.

Change in location.—Kroger Grocery & Baking Co., Summer st., near Gest st., Cincinnati, O., instead of Bank st. and Winchell ave.

Rail and Truck Traffic

News and Information for Packer Transportation Departments

EASTERN PACKER'S MEAT RATES

Interstate Commerce Commission decided this week that rates charged the Albany Packing Co., Inc., by the Boston & Albany railroad on fresh meats in carloads from West Albany, N. Y., to Boston, Mass., were unreasonable. At the same time the commission ruled that rates on fresh meats and packinghouse products from West Albany to Scranton, Pa., were not unreasonable.

SALT FREIGHT RATES

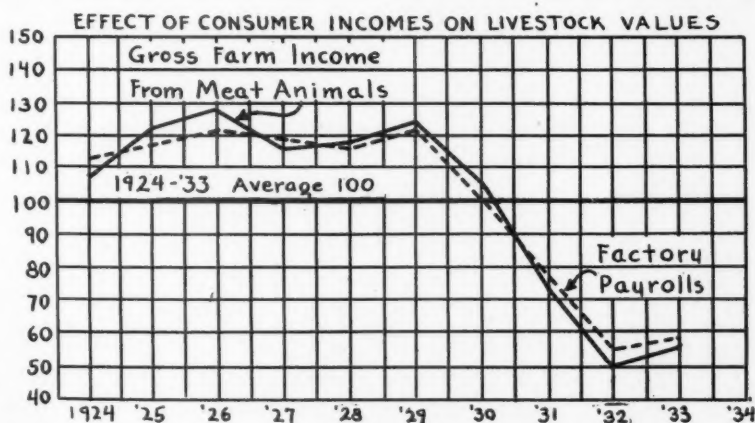
Jacob E. Decker & Sons Co., Oscar Mayer & Co., John Morrell & Co., Rath Packing Co., and Swift & Company are among intervenors in a complaint brought before the Interstate Commerce Commission by the Morton Salt Co., attacking existing basic railroad freight rates on salt. Proceedings will involve minimum rates on salt over the whole country. A hearing will be held on the case on October 9, at the Hotel Sherman, Chicago, before Examiner Hoy of the Commission.

PACKER AND FOOD STOCKS

Price ranges of listed stocks, September 18, 1935, or nearest previous date:

	Sales.	High.	Low.	Close.
Week ended	Sept. 18.	Sept. 18.	Sept. 18.	Sept. 11.*
Amal. Leather.	2,900	4	3%	3%
Do. Pfd.	500	32½	32½	30
Amer. H. & L.	2,500	5	5	4%
Do. Pfd.	5,100	38½	37½	38½
Amer. Stores	1,000	37½	37½	38½
Armour Ill.	19,000	4	60%	60%
Do. Pr. Pfd.	2,900	60%	60%	62½
Do. Del. Pfd.	300	105	105	105½
Beechnut Pack.	400	95	94	94
Bohack, H. C.	125	8	8	8
Do. Pfd.	.....	.....	.....	45
Chick. Co. Oil.	1,700	25%	25	25
Childs Co.	1,290	5	5	5
Cudahy Pack.	800	40%	40%	40½
First Nat. Strs.	3,700	51%	50½	51½
Gen. Foods	24,800	31%	30%	31½
Gobel Co.	2,400	2½	2	2½
Gr. A. & P. 1st Pfd.	40	125½	125½	126
Do. New	90	129	129	129
Hormel, G. A.	150	17	17	17½
Hygrade Food.	600	1%	1%	1%
Kroger G. & B.	10,500	28	27½	30%
Libby McNeill.	2,050	6%	6%	6½
Mickelberry Co.	450	1½	1½	1½
M. & H. Pfd.	20	3%	3%	3%
Morrell & Co.	700	53	52	55½
Nat. Leather	1,300	1½	1½	1½
Nat. Tea	1,300	9½	9½	10½
Proc. & Gamb.	5,400	53½	52½	53
Do. Pr. Pfd.	70	116%	116%	116%
Rath Pack.	50	26	26	28
Safeway Strs.	12,100	35½	34½	37½
Do. 8% Pfd.	200	108	108	110½
Do. 7% Pfd.	60	111½	110%	111½
Stahl Meyer	.....	.....	.....	1%
Swift & Co.	11,150	15½	15½	15½
Do. Intl.	12,350	30%	29½	30%
Trans. Pork	.....	.....	.....	7½
U. S. Leather	1,300	9½	9%	8%
Do. A.	9,300	16½	15½	15½
Do. Pr. Pfd.	100	72	72	72
Wesson Oil	3,600	43	42½	42½
Do. Pfd.	300	80½	80½	80½
Wilson & Co.	44,300	5	4%	5½
Do. Pfd.	2,400	62	61½	60

*Or last previous date.



CONSUMERS DETERMINE MEAT PRICES

This chart proves a claim long made by packers—that prices for meat are governed principally by willingness and ability of the consumer to buy. The chart shows factory payrolls and cash farm income from meat animals during the period 1924 to 1933. Data for the curve for income from meat animals was furnished by the U. S. Department of Agriculture. Factory payroll curve was drawn from data supplied by the Federal Reserve Board.

When factory payrolls—an index of consumer buying power—are low, total value of the nation's livestock is low. When factory payrolls are high, value of nation's livestock is high. As shown, the two curves fluctuate in very close relationship. Since livestock prices are determined by number of animals marketed and buying power of consumers, livestock markets can only reflect those prices. They cannot make prices. This chart was published recently by the Association to Maintain Freedom in Livestock Marketing.



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Adjustable from 3" to 6" and 2" to 8"
Other sizes made to order.

Increases the speed of hand linking, improves the appearance of linked sausage, cuts sausage linking costs!

High measuring guides make it possible for the operator to swing the links with least possible effort. No waste motion! Links are uniform and cleanly divided. Impossible to tear casing! Easily adjusted to any size, can be moved anywhere.

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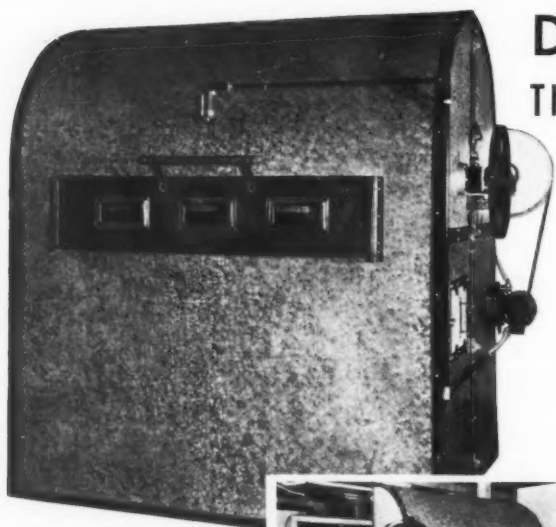
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Made of heavy cast aluminum, highly polished. Non-rusting and non-corrosive. Easy to clean. Made for a lifetime of useful service.

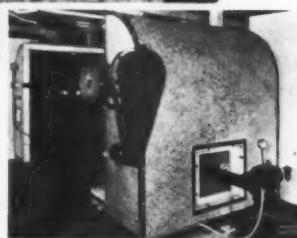
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**FUEL COST
ONLY 2½c
PER HOUR**



Uses regular fuel oil. Gun-type burner is efficient, easy to operate. Sectional construction of oven permits easy erection, makes the GLOBE Rotary Oven adaptable to any location, in any plant.

DESIGNED for ECONOMY

The Globe Rotary Type Oil-Fired Oven

Heats with oil! Modern, efficient burner operates four hours on a single gallon of fuel (60 loaf size). Combustion chamber concentrates heat, keeps all smoke and odor away from product. Fully insulated construction.

The GLOBE Oven cuts costs! Designed for easy loading and unloading; push-button control makes for easy operation. Special light inside the oven permits full control of baking at all times. The GLOBE Oven cooks each loaf uniformly, with minimum shrink. Made in capacities from 60 to 420 six-pound loaves. Write for complete particulars!

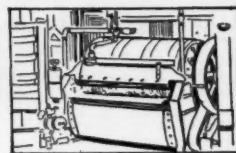
THE GLOBE COMPANY

Complete Equipment for Meat Packers and Sausage Manufacturers
818-826 West 36th Street, Chicago, Illinois

LARD	100.00
BELLIES	100.00
HAMS	100.00
LOINS	100.00
BUTTS	100.00

Provisions and Lard

Weekly Market Review



Market Active—Prices Stronger—Further Decreases in Stocks a Factor—War Scare Influential—Hog Run Moderate—Hogs Lower—Meat Demand Quieter.

Market for hog products, particularly lard, was active and stronger the past week. Lard futures on Tuesday bulged the maximum daily limits of $\frac{1}{2}$ c lb. Considerable buying developed. This was influenced by strength in the grain markets and scattered covering on the war scare abroad. Further decreases in stocks of lard and meats at Chicago the first half of September was a helpful factor, and served to offset a lower market for hogs and reports of a quieter consumer demand for meats.

Hog Prices Decline

Receipts of hogs at western packing points last week were 172,000 head, compared with 182,840 head the previous week and 276,490 head the same week a year ago.

Average price of hogs at Chicago at outset of week was 11.15c, compared with 11.05c the previous week, 7c a year ago, 4.35c two years ago, and 4.05c three years ago. Average price subsequently eased to 10.85c, and top price at Chicago to 11.80c, compared with 12.25c the previous week.

Average weight of hogs received at Chicago last week was 261 lbs., against 267 lbs. the previous week, 243 lbs. a year ago, and 254 lbs. two years ago.

Considerable attention was given a statement from the U. S. to the Department of Agriculture, which said: "Although hog prices usually decline considerably during the last quarter of the year, the decline this year is likely to be less and of shorter duration than usual, due to prospective small supplies.

Lard Exports Small

"On the basis of indications, as to the size and distribution of the 1935 spring pig crop, slaughter of hogs under federal inspection during the 7 months ended April 30, 1936, probably will total about 16,000,000 head, compared with 21,843,000 head slaughtered in the corresponding period of 1934-35, and a five-year average for the period of 28,704,000 head."

Lard exports for week ended September 7, totaled 432,000 lbs., against 6,060,000 lbs. last year. Exports from January 1 to September 7 have been only 77,905,000 lbs., against 345,894,000 lbs. the same time a year ago. Exports of hams and shoulders for the week were 515,000 lbs., against 863,000 lbs. last year; bacon, 16,000 lbs., against

361,000 lbs.; pickled pork, 5,000 lbs., against 284,000 lbs.

PORK—Demand was fair at New York and market steady. Mess was quoted at \$38.62½ per barrel; family, \$39.62½ per barrel; fat backs, \$35.12½ @ 35.62½ per barrel.

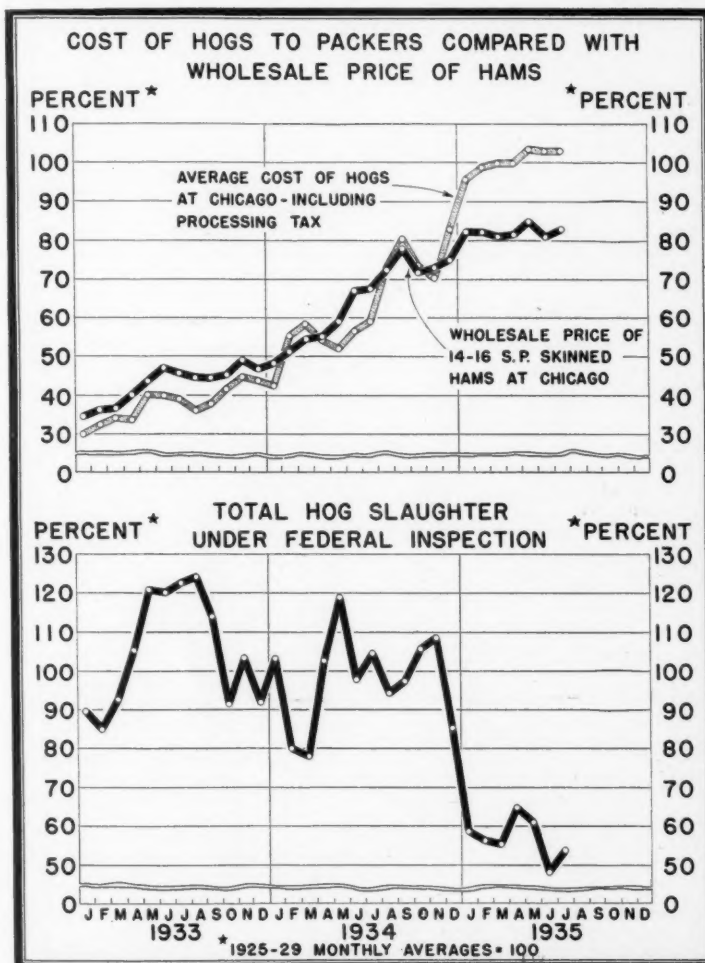
LARD—Demand was fair and market firm at New York. Prime western was quoted at 16.90@17c; middle western, 16.90@17c; New York City tubs, 17@17½c; refined Continent, 17½@17¾c; South America, 17¾@18c; Brazil

kegs, 18@18¾c; compound, carlots, 12¾c; smaller lots, 13c.

At Chicago, regular lard in round lots was quoted at 5c over September; loose lard, 17½c over September; leaf lard, 30c over September.

(See page 38 for later markets.)

BEEF—Demand was fairly good and market firm at New York. Mess was nominal; packer, nominal; family, \$23.00@24.00 per barrel; extra India mess, nominal.



Hog costs are out of line with product prices, as shown by the above chart from "Armour" magazine. This situation has prevailed since the closing months of 1934, when prices of the better cuts from the hog, as represented by light pickled skinned hams, have moved at levels out of line with costs. This situation results from scarcity of hogs, federal inspected slaughter of which has shown such a sharp decline in the same period.

It appears probable that the lowest point in hog supplies was passed in the summer of 1935, and that a gradually rising although somewhat uneven trend may be expected in future. With increase in supply a better relationship between hog and product prices appears possible.

Cut-Out Losses Drop With Cheaper Hogs, Higher Product

LOWER average hog costs and higher pork product values for the first four days of the current week reduced hog cut-out losses from 16c to 37c per cwt., compared with same period a week earlier. Lighter averages of hogs cut out to best advantage, reduction in cutting loss on these weights being 37c per cwt. less than during the first four days of last week. Product from these lighter averages was worth 8c per cwt. more.

Hog prices were on the down grade

during the first three days of the week. Average price Monday was \$11.15; Tuesday, \$10.95; Wednesday, \$10.80. A somewhat stronger market developed Thursday and average price increased 5c over that of previous day.

Demand for product was comparatively quiet during first part of week. Inquiry picked up somewhat on Thursday, and prices of some cuts improved. Green regular hams were the most active item on the list and gained ½c lb. for period. D. S. bellies were in a

rather strong position and gained ¼c. Demand was moderately active for green frozen bellies. Pork loins held about steady.

The following test is worked out on the basis of live hog costs and green product prices at Chicago during first four days of current week, average costs and credits being used. Figures used apply to Chicago only. In other localities packers' own costs and credits should be substituted for those shown in the table below.

HOW SHORT FORM HOG CUTTING TEST RESULTS ARE FIGURED

(Hog prices and product values based on THE NATIONAL PROVISIONER MARKET SERVICE, cutting percentages taken from actual tests in Chicago plants.)

	180-220 lbs.			220-250 lbs.			250-300 lbs.		
	Per cent live wt.	Price per lb.	Value per cwt. alive.	Per cent live wt.	Price per lb.	Value per cwt. alive.	Per cent live wt.	Price per lb.	Value per cwt. alive.
Regular hams.....	13.90	21.0	\$ 2.92	13.70	20¾	\$ 2.84	13.30	20¾	\$ 2.68
Picnics.....	5.50	16½	.91	5.30	15½	.82	5.00	14¾	.72
Boston butts.....	4.00	23¾	.95	4.00	23¾	.95	4.00	23¾	.95
Loins (blade in).....	9.70	25¾	2.50	9.30	23¾	2.21	8.80	21¾	1.88
Bellies, S. P.....	11.00	22¾	2.52	8.70	22¼	1.94	3.50	21¾	.76
Bellies, D. S.....	.....	.....	.....	3.00	18¾	.57	9.00	18½	1.65
Fat backs.....	1.00	15½	.15	3.00	16¾	.48	5.00	16¾	.82
Plates and jowls.....	2.50	15½	.39	2.50	15½	.39	3.30	15½	.51
Raw leaf.....	2.00	15½	.31	2.10	15½	.32	2.20	15½	.34
P. S. lard, rend. wt.....	12.40	15¾	1.95	12.10	15¾	1.91	11.20	15¾	1.76
Spareribs.....	1.50	17¾	.26	1.50	17¾	.26	1.50	17¾	.26
Trimnings.....	3.00	19¾	.58	2.80	19¾	.54	2.70	19¾	.52
Feet, tails, neckbones.....	2.00	.....	.12	2.00	.....	.12	2.00	.....	.12
Offal and misc.....	.....	.....	.48	.....	.....	.48	.....	.....	.48
TOTAL YIELD AND VALUE.....	68.50			70.00			72.00		
Cost of hogs per cwt.....			\$11.61			\$11.82			\$11.51
Condemnation loss.....			.05			.05			.05
Handling and overhead.....			.75			.66			.64
Processing tax.....			2.25			2.25			2.25
TOTAL COST PER CWT.....			\$14.66			\$14.78			\$14.45
TOTAL VALUE.....			\$14.04			\$13.83			\$13.45
Loss per cwt.....			\$.62			\$.95			\$ 1.00
Loss per hog.....			\$ 1.24			\$ 2.23			\$ 2.75

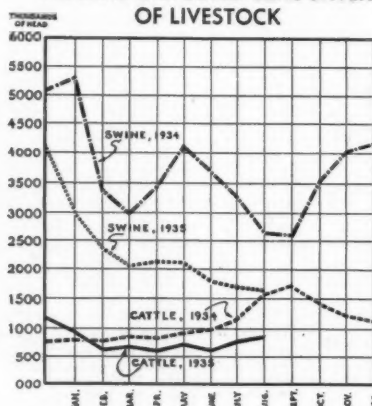
SLAUGHTERS FOR 8 MONTHS

During the first eight months of 1935 federal inspected slaughter of hogs totaled 17,172,630 head, compared with 29,220,482 during the corresponding period of 1934, the smallest inspected slaughter in more than 30 years.

Slaughter of both cattle and sheep increased during August. Cattle slaughter at 875,070 head, was the largest since January, comparing with 744,900 in July and 669,253 in June. With the exception of a year ago August slaughter was the largest for this month since 1918.

One of the new series of charts in THE NATIONAL PROVISIONER series showing U. S. inspected livestock slaughter during the current year to date compared with 1934.

FEDERAL INSPECTED SLAUGHTER OF LIVESTOCK



CHICAGO MID-MONTH STOCKS

Stocks of meat and lard on hand in Chicago, September 14, 1935, with comparisons:

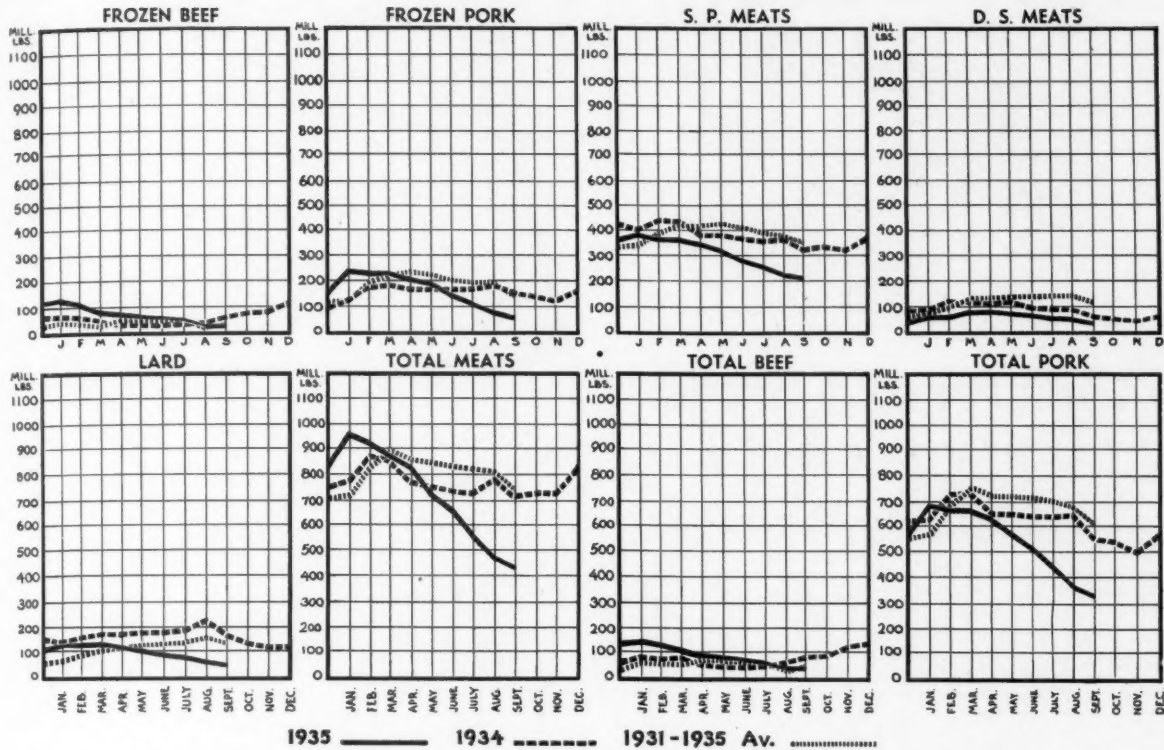
	Sept. 14, '35	Aug. 31, '35	Sept. 14, '34
P.S. Lard, lbs. ..	12,767,080	15,184,515	89,451,930
Other Lard, lbs. ..	4,409,300	5,465,407	9,282,049
D. S. Cl. Bellies (a)	4,336,473	5,108,883	8,865,671
D. S. Rib Bellies (a)	873,754	1,033,111	1,234,516
Ex. S.C. Sides, lbs. (a)	3,300	2,600	4,200
(a) Made since Oct. 1, 1934.			
(b) Made previous to Oct. 1, 1934.			

LARD AND GREASE EXPORTS

Exports of lard from New York City, Sept. 1, 1935, to Sept. 18, 1935, totaled 222,712 lbs.; tallow, none; stearine, 65,600 lbs.

STORAGE STOCKS OF MEAT AND LARD

IN THE UNITED STATES—U. S. GOVERNMENT REPORT



These charts in THE NATIONAL PROVISIONER MARKET SERVICE series show trends of storage stocks accumulations of meat and lard during the first eight months of 1935, compared with similar periods of 1934 and 1933 and the five-year average.

Heavy withdrawals of pork and lard from storage occurred in August. On September 1, 1935, pork meats in storage totaled 324,785,000 lbs.; beef, 37,329,000 lbs.; lard, 53,716,000 lbs. If consumption continues at the present rate or increases, further reductions in stocks are possible before the upswing starts with the winter hog packing season. D. S. meats placed in cure during August totaled only 28,090,000 lbs., compared with 33,024,000 lbs. a month earlier. S. P. meats placed in cure during August totaled 100,406,000 lbs., compared with 100,437,000 lbs. during July. Pork going to the freezers during August totaled 23,850,000 lbs., compared with 23,237,000 lbs. a month earlier. Stocks of pork meats on September 1, 1935, were the smallest since before 1919.

STOCKS IN COLD STORAGE

Stocks of meat and lard on hand in the United States on Sept. 1, 1935, with comparisons (see chart above) are reported as follows:

	1933.			
	Frozen pork.	S. P. pork.	D. S. pork.	Lard.
	Lbs. (000 omitted.)			
Jan. 1.....	102,648	322,229	60,190	40,481
Feb. 1.....	143,085	350,114	81,885	52,841
Mar. 1.....	153,881	368,582	80,848	58,182
Apr. 1.....	153,066	369,925	87,117	61,713
May 1.....	165,875	374,735	80,063	71,851
June 1.....	175,727	388,000	104,228	110,381
July 1.....	212,779	415,861	131,218	196,941
Aug. 1.....	228,333	432,909	146,613	218,267
Sept. 1.....	194,822	414,222	144,090	224,207
Oct. 1.....	128,497	374,320	126,148	192,502
Nov. 1.....	75,469	324,992	92,633	133,850
Dec. 1.....	81,722	361,855	81,186	110,394

	1934.			
	Frozen pork.	S. P. pork.	D. S. pork.	Lard.
	Lbs. (000 omitted.)			
Jan. 1.....	120,763	402,632	97,301	132,510
Feb. 1.....	177,292	442,438	110,674	168,756
Mar. 1.....	184,536	438,069	113,208	177,560
Apr. 1.....	167,436	381,248	108,538	173,775
May 1.....	165,772	381,633	107,919	179,441
June 1.....	166,130	376,631	98,294	182,576
July 1.....	167,463	369,283	91,209	195,973
Aug. 1.....	181,254	370,695	91,617	209,497
Sept. 1.....	151,849	326,379	63,782	167,155
Oct. 1.....	130,235	335,219	58,780	127,847
Nov. 1.....	123,677	330,378	50,682	105,519
Dec. 1.....	158,675	360,332	52,906	103,827

	1935.			
	Frozen pork.	S. P. pork.	D. S. pork.	Lard.
	Lbs. (000 omitted.)			
Jan. 1.....	233,132	389,357	68,373	118,152
Feb. 1.....	226,487	374,600	69,769	112,711
Mar. 1.....	220,719	376,807	73,789	110,508
Apr. 1.....	208,206	350,291	73,577	104,861
May 1.....	178,375	315,929	71,395	100,920
June 1.....	177,837	315,779	71,265	101,224
July 1.....	147,991	290,718	66,307	91,708
Aug. 1.....	115,645	264,863	64,799	84,680
Sept. 1.....	83,119	225,590	61,231	68,435
Sept. 1.....	65,580	205,107	54,068	53,716

CURED MEAT PRICES

Cured pork prices at Chicago for August, 1935:

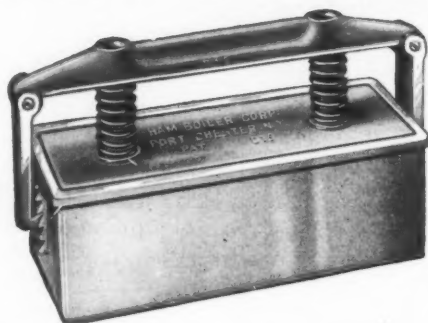
CURED PORK AND PORK PRODUCTS.			
	Aug. 1935.	July 1935.	Aug. 1934.
Hams, smoked, reg. No. 1—			
8-10 lbs. avg.....	\$28.50	\$24.95	\$19.00
10-12 lbs. avg.....	28.50	24.72	18.93
12-14 lbs. avg.....	28.00	24.15	19.55
14-16 lbs. avg.....	27.60	24.03	20.05
Hams, smoked, reg. No. 2—			
8-10 lbs. avg.....	27.16	23.20	17.85
10-12 lbs. avg.....	27.24	23.13	17.80
12-14 lbs. avg.....	27.24	22.95	18.30
14-16 lbs. avg.....	.....	.....	18.40
Hams, smoked, skinned, No. 1—			
16-18 lbs. avg.....	28.97	24.70	21.75
18-20 lbs. avg.....	26.90	23.85	21.20

Hams, smoked, skinned, No. 2—			
16-18 lbs. avg.....	28.12	23.45	19.85
18-20 lbs. avg.....	25.12	22.45	19.85
Bacon, smoked, No. 1, dry cure—			
6-8 lbs. avg.....	36.00	31.90	22.30
8-10 lbs. avg.....	34.50	31.12	22.00
Bacon, smoked, No. 1 S. P. cure—			
8-10 lbs. avg.....	32.82	29.37	19.80
10-12 lbs. avg.....	32.44	.....	19.65
Picnics, smoked,			
4-8 lbs. avg.....	21.69	19.80	13.07
Backs, dry salt,			
12-14 lbs. avg.....	16.75	15.10	9.92
Lard:			
Refined, H. W. tubs.....	16.81	15.65	9.53
Substitutes.....	12.75	12.65	8.55
Refined, 1-lb. cartons.....	17.31	16.15	10.03

SALES AND COLLECTIONS

September survey of sales and collections conditions throughout the country by the National Association of Credit Men indicates an encouraging basis for better business in the fall months. Of 78 cities contacted, 30 report collections to be good, while 31 find sales good. Slow collections are reported by only six cities and slow sales by only five.

POPULAR!

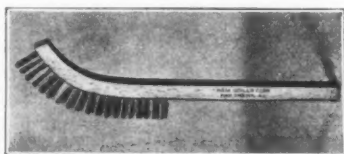


Universally Used Universally ACCLAIMED!

The Adelmann Luxury Loaf Container has been a favorite in the industry for many years—because it produces fine quality meat loaves that look and *sell better*, because it is low in *cost* and high in *efficiency*.

Equipped with the famous Adelmann yielding springs and self-sealing cover that allow loaves to expand while cooking in their own juice. Product is always solid, wonderfully flavored, appetizing, *sales building!*

Meat loaves produced with Adelmann Luxury Loaf Containers offer real *opportunities for profits*. Your request will bring full particulars. *Write today!*



A handy brush for cleaning Luxury Loaf Containers

Each	\$.75
Six	4.25
Twelve	8.00

F.o.b. Port Chester.

Made by the Makers of
ADELMANN HAM BOILERS
"The Kind Your Ham Makers Prefer"

HAM BOILER CORPORATION

Office and Factory, Port Chester, N. Y.

CHICAGO OFFICE: 332 S. MICHIGAN AVE.

European Representatives: R. W. Bollans & Co., 6 Stanley St., Liverpool & 12 Bow Lane, London—Australian and New Zealand Representatives: Gollin & Co., Pty. Ltd., Offices in Principal Cities—Canadian Representatives: C. A. Pemberton & Co., Ltd., 139 Church St., Toronto.



SUCCESSFUL sausage men know that without absolute uniformity in *all* their raw materials there can be no uniformity in their finished products.

And when it comes to salt, they know they're safe when they choose Diamond Crystal. Because they know that quality sausage, more than any other product in the packing house, deserves a high-grade salt such as Diamond Crystal... always uniform, consistently pure, day in and day out.

You see, they find that Diamond Crystal is milder than ordinary salt... they can use more to develop better flavors. And its porous, flat flakes dissolve faster... more evenly. Test it in your plant. Diamond Crystal Salt Co., (Inc.), 250 Park Ave., New York, N.Y.



Diamond Crystal Salt

UNIFORM IN COLOR . . . PURITY . . . DRYNESS . . . SOLUBILITY
SCREEN ANALYSIS . . . CHEMICAL ANALYSIS . . . CHARACTER OF FLAKE

PORK PRODUCTS EXPORTS

Exports of pork products from the U. S. week ended Sept. 14, 1935:

PORK.	Week ended Sept. 14, 1935, bbls.	Week ended Sept. 15, 1935, bbls.	Nov. 1, 1934 to Sept. 14, 1935, bbls.
Total	1,069	1,044	98,822
United Kingdom	1,069	1,032	98,934
Continent			6
West Indies			29
B. N. A. Colonies			1
Other countries			180

BACON AND HAM.	M lbs.	M lbs.	M lbs.
Total	1,069	1,044	98,822
United Kingdom	1,069	1,032	98,934
Continent			6
West Indies			29
B. N. A. Colonies			1
Other countries			180

LARD.	M lbs.	M lbs.	M lbs.
Total	686	5,437	92,637
United Kingdom	686	4,964	85,171
Continent			131
Stn. and Ctl. America			246
West Indies			76
B. N. A. Colonies			13
Other countries			6

TOTAL EXPORTS BY PORTS.

From	Pork, bbls.	Bacon and Ham, M lbs.	Lard, M lbs.
New York	257	56	
Boston	10	35	
Norfolk		52	
Montreal	802	543	
Total week	1,069	686	
Previous week	918	182	
2 weeks ago	365	364	
Cor. week 1934	1,044	5,437	

SUMMARY NOV. 1, 1934, TO SEPT. 14, 1935.

	1934 to 1935 to 1935.	1934.	Increase.	Decrease.
Pork, M lbs.	357	492		135
Bacon and ham, M lbs.	69,822	112,272		12,450
Lard, M lbs.	92,637	334,828		242,191

MEAT IMPORTS AT NEW YORK

For week ended Sept. 14, 1935:

Point of origin.	Commodity.	Amount.
Argentina—Canned corned beef	180,000 lbs.	
Argentina—Canned roast beef	13,500 lbs.	
Brazil—Canned corned beef	39,600 lbs.	
Australia—Edible tallow	112,010 lbs.	
Canada—Fresh chilled beef	21,496 lbs.	
Canada—Fresh beef	28,799 lbs.	
Canada—Sausage	250 lbs.	
Canada—Fresh pork tenderloins	40 lbs.	
Canada—Smoked pork	5,227 lbs.	
Czechoslovakia—Cooked ham in tins	129 lbs.	
Denmark—Liverpaste in tins	363 lbs.	
Denmark—Canned cooked hams	70 lbs.	
England—Meat products	849 lbs.	
England—Dry salted bellies	23,500 lbs.	
Finland—Canned cooked sausage	436 lbs.	
France—Pork liverpaste in tins	529 lbs.	
Germany—Smoked rolled hams in tins	2,869 lbs.	
Germany—Smoked ham	346 lbs.	
Germany—Smoked sausage	2,290 lbs.	
Holland—Cooked hams in tins	85 lbs.	
Hungary—Smoked sausage	496 lbs.	
Irish Free State—Smoked pork	3,551 lbs.	
Italy—Smoked sausage	5,281 lbs.	
Norway—Liverpaste	357 lbs.	
Paraguay—Edible tallow	110,142 lbs.	
Poland—Smoked pork	16,272 lbs.	
Poland—Cooked pork in tins	109,587 lbs.	
Poland—Dry salted bellies (unsmoked)	20,000 lbs.	
Switzerland—Bouillon cubes in tins	10,657 lbs.	
Switzerland—Various soup tablets in tins	2,119 lbs.	
Uruguay—Canned roast beef	45,000 lbs.	
Uruguay—Canned corned beef	296,550 lbs.	

EXPORT NOTES

Higher prices on hog lard and other packinghouse products have reduced sales in Cuba, according to U. S. Department of Commerce reports. Increase in production of mixed lard, since advance in hog lard prices, has avoided a drastic drop in hog lard imports. It is believed import trade will continue at favorable levels unless

CHICAGO PROVISION MARKETS

Reported by THE NATIONAL PROVISIONER DAILY MARKET SERVICE

FUTURE PRICES

SATURDAY, SEPTEMBER 14, 1935.

	Open.	High.	Low.	Close.
LARD—				
Sept.	15.32½			15.65b
Oct.	15.32½			15.32½
Dec.	13.50	13.52½	13.50	13.50b
Jan.	12.82½			12.82½
May	12.42½	12.45	12.40	12.45b
CLEAR BELLIES—				
Sept.				18.67½b

MONDAY, SEPTEMBER 16, 1935.

LARD—				
Sept.	15.95			15.95
Oct.	15.35	15.57½	15.35	15.57½
Dec.	13.47½-45	13.55	13.42½	13.50b
Jan.				12.90b
May	12.40	12.52½	12.40	12.52½ax
CLEAR BELLIES—				
Sept.	18.75			18.75

TUESDAY, SEPTEMBER 17, 1935.

LARD—				
Sept.	16.10	16.20	16.10	16.20
Oct.	15.75	15.80	15.70	15.80
Dec.	13.62½	13.82½	13.62½	13.82½ax
Jan.	13.25-30	13.40	13.25	13.40
May	12.60	12.87½	12.60	12.82½
CLEAR BELLIES—				
Sept.	19.00			19.00

WEDNESDAY, SEPTEMBER 18, 1935.

LARD—				
Sept.	16.25	16.27½	16.02½	16.10
Oct.	15.80-87½	15.90	15.57½	15.60b
Dec.	13.85-80	13.85	13.62½	13.62½ax
Jan.	13.25	13.25	13.20	13.20ax
May	12.82½	12.82½	12.65	12.65
CLEAR BELLIES—				
Sept.	18.75			18.75

THURSDAY, SEPTEMBER 19, 1935.

LARD—				
Sept.	16.20	16.20	16.15	16.15b
Oct.	15.75	15.80	15.75	15.80ax
Dec.	13.75	13.87½	13.75	13.85
Jan.	13.25	13.35	13.25	13.30ax
May	12.70	12.85	12.70	12.82½ax
CLEAR BELLIES—				
Sept.	18.75			18.75

FRIDAY, SEPTEMBER 20, 1935.

LARD—				
Sept.	16.25	16.30	16.25	16.30ax
Oct.	15.82½	15.90	15.80	15.80
Dec.	13.92½	14.12½	13.82½	14.00b
Jan.	13.27½	13.45	13.27½	13.45ax
May	12.90	13.10	12.82½	13.05ax
CLEAR BELLIES—				
Sept.	18.75			18.75ax

Key: ax, asked; b, bid; n, nominal; —, split.

U. S. lard prices become prohibitive. Mixed lard is selling from \$3 to \$4 per cwt., depending on quality, below hog lard, and from \$6 to \$7 per cwt. above compound.

According to Spanish ministry of state, United States is entitled to a quota on casings in brine of only 2,734 metric quintals for 1935. Enlargement of this quota was due to various circumstances but does not create a precedent. It is possible that no further import licenses for American casings will be granted during rest of the year.

Information on the following trade opportunities may be obtained from Bureau of Foreign and Domestic Commerce, Department of Commerce, Washington, D. C.:

A firm in Melbourne, Australia, wishes to purchase hog casings in bundles of 100 yards each.

CASH PRICES

Based on actual carlot trading Thursday, September 19, 1935.

REGULAR HAMS.

	Green	*S. P.
8-10	22¼	22¼
10-12	22	22
12-14	21½	21½
14-16	21½	21½
10-16 Range	21½	21½

BOILING HAMS.

	Green	*S. P.
16-18	21	21½
18-20	20½	21½
20-22	20½	21½
16-22 Range	20½	21½

SKINNED HAMS.

	Green	*S. P.
10-12	22	23½
12-14	21½	23½
14-16	21½	23½
16-18	21	23½
18-20	19½	21
20-22	18½	18½
22-24	17½	17½
24-26	17	17½
26-30	16½	17
30-35	16½	16½

PICNICS.

	Green	*S. P.
4-6	17	17
6-8	16	15½
8-10	14½	14½
10-12	14½	14½
12-14	14½	14½

Short Shank ¼c over.

BELLIES.

(Square cut seedless.)
(S. P. ¼c under D. C.)

	Green	*D. C.
0-8	24¼	25¼
8-10	24½	25¼
10-12	23½	24¼
12-14	23½	24
14-16	23	23
16-18	22½	22½

*Quotations represent No. 1 new cure.

D. S. BELLIES.

	Clear	Rib
14-16	19½	19½
16-18	19½	19½
18-20	19½	19½
20-25	18½	18½
25-30	18½	18½
30-35	18½	18½
35-40	18½	17½
40-50	18½	17½
50-60	17½	17½

D. S. FAT BACKS.

0-8	16½	
8-10	17	
10-12	17½	
12-14	17½	
14-16	17½	
16-18	17½	
18-20	17½	
20-25	18	

OTHER D. S. MEATS.

Extra Short Clears	35-45	18¼n
Extra Short Ribs	35-45	18¼n
Regular Plates	6-8	16¼
Green Butts	4-6	16¼
Green Square Jowls		18¼
Green Rough Jowls		16

LARD.

Prime Steam, cash	16.20n
Prime Steam, loose	16.25
Refined, boxed, N. Y.—Export	unquoted
Neutral, in tierces	18.50
Raw Leaf	16.75

MEAT SMOKING SCHEDULES

If meats are soaked too long, time and money are lost; if they are not soaked enough, quality is affected. Packers who follow the soaking schedules in "PORK PACKING," The National Provisioner's new book for pork packers, can't go wrong.

"IMPULSE BUYING"

RIGID ECONOMY in the household budget, essential in the past few years, is giving way to "impulse buying"

Besides being a sign of better times, it should be the signal to the food industry to *pep up the package*; to give it the ability to suggest its own purchase on the spur-of-the-moment.

Unless your package is all it should or can be, you can profitably submit it to the Sutherland designers. They will give it an unbiased analysis.



SUTHERLAND PAPER CO.

KALAMAZOO, MICHIGAN



THE LARGEST CARTON-SELLING

ZIG" *is back again!*

"and let's get some of this"



RELAND

IN ORGANIZATION IN THE U. S. A.

Read—

Smith-Crittenden Co., Inc.
530 THIRD AVENUE, NORTH

NASHVILLE, TENN.
Sept. 8th 1935

The Cincinnati Butchers' Supply Corp.,
2008 Central Ave.,
Cincinnati, Ohio.

Gentlemen:

It is with pleasure that we advise you on the successful operation of our "BOSS" Balanced Power Rendering Department.

The advantage of low pressure steam and the elimination of the electric power consumption makes this a more than ordinary profitable investment for us.

Grease and cracklings produced have come up to our expectations, and the unit has been turning out material in about a four and a quarter hour average cooking.

Yours very truly,

SMITH-CRITTENDEN PACKING COMPANY

By *R. E. Smith*

SMITH PACKING CO.

Nashville, Tennessee

opened their new plant

Sept. 3, 1935

Equipped with

"BOSS"

Hog Killing

Beef Killing

Sausage Making

Machinery

● See what Mr. Smith has to say regarding this equipment.

The inedible Rendering Department is equipped with a Balanced Power "BOSS" Dry Rendering Unit.



Pat. Applied For

No. 110-BD Cooker Unit uses steam twice.

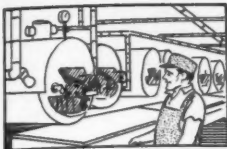


The Cincinnati Butchers' Supply Corporation

824 Exchange Ave., U. S. Yards,
Chicago, Ill.

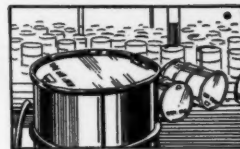
Mfr. "BOSS" Machines for Killing,
Sausage Making, Rendering

1972-2008 Central Ave.
Cincinnati, Ohio



Tallows and Greases

Weekly Market Review



TALLOW — Market at New York was moderately active the past week. Business in extra passed at 6½c delivered, unchanged from previous week. Interest appeared routine, but at the same time there was no pressure of supplies on the market.

No. 5 to 7 color tallow was quoted at 7¼c f.o.b. and 9 to 11 color, October shipment, at 6½c f.o.b. South American tallows were firmer. No. 1 at New York was quoted at 6½@6¾c c.i.f., following reports of a strong market in the Argentine. Higher bids for Argentine were turned down.

On the New York Produce Exchange, tallow futures showed some activity during the week. October sold at 6.60c; December, 6.86c; January, 6.90c. Market was unchanged to 15 points lower for week.

At New York, special was quoted at 6½c; extra, 6¾c f.o.b.; edible, 9@9¼c f.o.b.

At Chicago, market was slow and steady, with inquiry fair and offerings moderate. At Chicago, edible was quoted at 9@9¼c; fancy, 7½c; prime packer, 7¼c; special, 6¾@7c; No. 1, 6½@6¾c.

There was no London tallow auction this week. At Liverpool, Argentine tallow, September-October, was unchanged at 28s 3d. Australia tallow at Liverpool was unchanged, with good mixed, September-October, unchanged at 28s 6d.

STEARINE—Market was moderately active and about steady at New York. Last business was in oleo at 11½c. At Chicago, demand was moderate with market steady, oleo was quoted at 11@11½c.

OLEO OIL—Demand was quiet and market at New York about ½c lower for week. Extra was quoted at 12½@13c; prime, 12@12½c; lower grades, 11½@12c. At Chicago, demand was moderate but market steady. Extra was quoted at 12½c.

(See page 38 for later markets.)

LARD OIL—Market was routine and unchanged for week. No. 1 at New York was quoted at 10c; No. 2, 9¾c; extra, 11¾c; extra No. 1, at 10¼c; prime, 20¼c; winter strained, 12c, all barrels.

NEATSFOOT OIL — Market was quiet and steady at New York and without change. Cold pressed, barrels, was quoted at 16¼c; extra, 10½c; No. 1, 10¼c; pure, 12¼c.

GREASES — Market at New York was quiet and steady the past week. Little or no business was done. Prices were quoted steady and unchanged.

Soapers appeared to be marking time. Producers were not pressing offerings.

At New York, yellow was quoted at 6½c; house, 6c; A white, 6½@6¾c; B white, 6@6¾c; choice white, 7¼@7¾c.

At Chicago, grease market was very quiet. Inquiries were fair at times, and offerings were moderate. Undertone was steady. Brown was quoted at 5½c; yellow, 5½@6c; B white, 6¾c; A white, 7½c; choice white, all hog, at 8@8¼c.

TALLOW FUTURE TRADING

Tallow transactions at New York:

SATURDAY, SEPTEMBER 14, 1935.			
	High.	Low.	Close.
Sept.			6.70@6.90
Oct.			6.70@6.90
Dec.			6.70@6.90
Jan.			6.70@6.90
MONDAY, SEPTEMBER 16, 1935.			
Sept.			6.50@6.85
Oct.			6.55@6.85
Dec.			6.70@6.90
Jan.			6.75@6.95
TUESDAY SEPTEMBER 17, 1935.			
Sept.			6.50@6.90
Oct.	6.60	6.60	6.60@6.90
Dec.			6.65@6.90
Jan.			6.75@6.95
WEDNESDAY, SEPTEMBER 18, 1935.			
Sept.			6.65@6.80
Oct.			6.70@6.80
Dec.			6.70@6.90
Jan.	6.90	6.90	6.80@6.90
THURSDAY, SEPTEMBER 19, 1935.			
Sept.			6.68@6.85
Oct.			6.75@6.85
Dec.			6.82@6.93
Jan.			6.85@6.95
FRIDAY, SEPTEMBER 20, 1935.			
Sept.			6.70@6.90
Oct.			6.75@6.95
Dec.			6.75@6.95
Close 2 higher to 2 lower.			

EASTERN FERTILIZER MARKETS

(Special Report to The National Provisioner.)

New York, Sept. 18, 1935.

A small quantity of ground tankage sold at \$2.75 and 10c f.o.b. New York, about the present asking price.

Last sale of unground tankage was made at \$2.25 and 10c f.o.b. New York and a limited quantity is being offered at \$2.50 and 10c f.o.b. New York.

No recent sales of ground dried blood, present quotation being around \$2.75 per unit f.o.b. New York with somewhat lower prices at outside shipping points.

Japanese sardine meal is higher in price, now offered at \$34.00 to \$34.50 per ton c.i.f. Atlantic Coast.

Demand for dry rendered tankage has fallen off and prices are a little lower.

By-Product Processing

Renderers' Problems in the Production of Tallows, Greases, Feeds and Fertilizers

RENDERING WITH STACK GASES

Temperature in the meat plant smokestack will average somewhere between 500 and 600 degs. Fahr. if the power department is well equipped and boilers are operated efficiently. If good operating methods are not used in the boiler room, these temperatures in the stack may even be considerably higher.

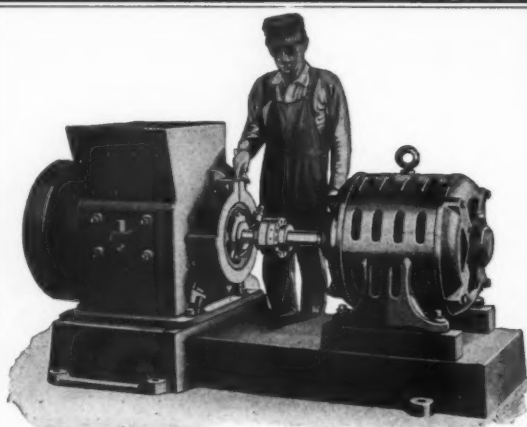
Here is a source of heat, therefore, which packers lacking in this essential processing raw material might well consider. Usually an economizer is used to pick up these stack heat units. This is a coil so installed that hot stack gases circulate around it. Heat units are recovered by circulating water through coil.

In the meat packing plant, hot water secured in this manner might be used for numerous purposes about the plant, including cooking, cleaning, boiler feeding, etc. Where it is necessary to use live steam for heating water, installation of an economizer might seriously be considered as one means of saving fuel and reducing operating costs in the plant.

Where sufficient exhaust steam is available for all water and building heating purposes, packers wishing to recover some of the heat units wasted up the stack do not have a very wide field for experimenting. Perhaps the rendering department offers the greatest possibilities. Temperatures sufficient for both edible and inedible rendering might be secured from this source, with a corresponding saving in the steam which is ordinarily used in the heating of the meat plant's rendering tanks.

One packer who overlooks few possibilities for savings in his plant recently has been considering the possibilities of applying stack gases to rendering. His studies have lead him to conclude that rendering in this manner is feasible, and from data collected plans for a stack-gas heated rendering tank have been prepared. This tank will be constructed and installed, it is reported.

One of the problems presented is that of keeping interior heating surfaces clean, so that heat transfer from



Grinders for By-Products Vibrating Screens

Heavier and more dependable construction and many exclusive improvements have made Williams Hammer Mills an overwhelming favorite with American packers and renderers. Grind tankage, bones, greasy cracklings and hash dry rendering materials. 30 sizes and types. For screening greasy cracklings and tankage, let us tell you about the "Full-Floating" Vibrating Screen.

Williams Patent Crusher & Pulverizer Co.

2708 North Ninth St., St. Louis, Mo.

Chicago
37 W. Van Buren St.

New York
15 Park Row

San Francisco
326 Rialto Bldg.

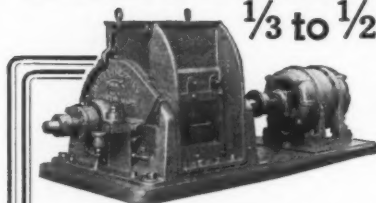


Williams
OLDEST AND LARGEST BUILDERS OF HAMMERMILLS IN THE WORLD
PATENT CRUSHERS GRINDERS SHREDDERS

COOKING TIME REDUCED

$\frac{1}{3}$ to $\frac{1}{2}$ By Grinding
in the

M&M HOG
CUTS RENDERING
COSTS



Sizes and types to meet every requirement. Write for Bulletins.

MITTS & MERRILL

Builders of Machinery Since 1854
1001-51 E. Water St., Saginaw, Mich.

Grinds fats, bones, carcasses, viscera, etc. — all with equal facility. Reduces everything to uniform fineness. Ground product gives up fat and moisture content readily. Saves steam, power, labor. Low operating cost. Increases melter capacity.

Grind Cracklings at Lower Cost

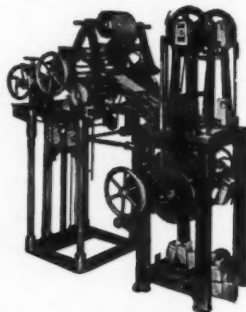
STEDMAN'S Type "A" Hammer Mills are especially adapted for the reduction of packinghouse by-products, fish scrap, etc. Their extreme sectional construction saves time in changing hammers and screens and in the daily clean-up which is required where edible products are reduced.

Nine sizes—5 to 100 H.P.—capacities 500 to 20,000 pounds per hour. Write for catalog 302.

**STEDMAN'S FOUNDRY
& MACHINE WORKS**
AURORA, INDIANA, U. S. A.
Founded 1834

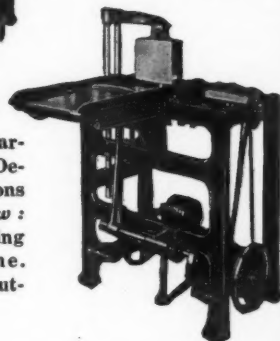


MULTIPLY HAND POWER with Peters Packaging Equipment



Above: **PETERS** Senior Forming and Lining Machine with Automatic Carton and Liner Feeding Device. Capacity 60 cartons per minute! Below: **PETERS** Junior Forming and Lining Machine. Sturdy, efficient, cost-cutting!

Substantial savings in labor, time and materials guaranteed! A single operator can form, line, fold, and close up to 60 cartons per minute with **PETERS** Packaging Equipment. Savings more than \$7,000 annually over hand methods! Write for details!



PETERS MACHINERY CO.

4700 Ravenswood Ave., Chicago, Ill.

WALD No. B-264

BACON HANGER

ELECTRICALLY
WELDED

HEAVILY
TINNED

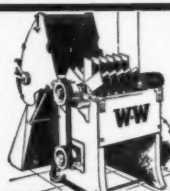


The bacon season is here—get your house in order for maximum profits! Use WALD Bacon Hangers for lower costs and perfect service. Ask for prices!

WALD MANUFACTURING COMPANY, INC.

MAYSVILLE

KENTUCKY



QUICK EASY GRINDING of Tankage, Scrap, Bone, Etc.

The W-W does every by-product grinding job for Packing Plants—better, faster and cheaper—Write for catalog and actual Packer testimonials—

W-W GRINDER CORP.
Dept. 207
Wichita, Kansas

GEO. H. JACKLE

Broker

Tankage, Blood, Bones, Cracklings, Bonemeal.
Hoof and Horn Meal

Chrysler Bldg., 405 Lexington Ave., New York City

hot gases to material in tank will not be unduly slowed up. The solution to this problem has been solved, it is believed.

BY-PRODUCTS MARKETS

Chicago, September 19, 1935.

Blood.

Market for unground quoted at \$3.00 per unit Chicago and River points.

	Unit
Ground	Ammonia.
Unground	@2.95
	@3.00

Digester Feed Tankage Materials.

Trading very slow. Offerings held at \$3.00, with some buyers' ideas as low as \$2.50.

Unground, 10 to 12% ammonia.	\$2.50@3.00 & 10c
Unground, 8 to 10%	2.40@2.90 & 10c
Liquid stick	@2.25

Dry Rendered Tankage.

Product in good demand at 70@72½c per unit delivered Chicago and River points.

Hard pressed and exp. unground per unit protein	\$70@72½
Soft prod. pork, ac. grease & quality, ton	@60.00
Soft prod. beef, ac. grease & quality, ton	@50.00

Packinghouse Feeds.

This market steady with last week.

Digester tankage meat meal 60%	@40.00
Meat and bone scraps, 50%	@45.00
Steam bone meal, 65%, special feeding per ton	@32.50
Raw bone meal for feeding	@32.50

Fertilizer Materials.

Ground fertilizer tankage in bulk last sold at \$2.50 & 10c, Chicago. More could be had at this price.

High grd. tankage, ground, 10@12% am.	@2.50 & 10c
Bone tankage, ungrd., low gd., per ton	@16.00
Hoof meal	2.50@2.60n

Horns, Bones and Hoofs.

Prices largely nominal; trading slow and market not clearly established.

Horns, according to grade	\$50.00@80.00
Mfg. shin bones	45.00@65.00
Cattle hoofs	29.00@30.00
Junk bones	16.00@16.50

(Note—Foregoing prices are for mixed carloads of unassorted materials indicated above.)

Bone Meals (Fertilizer Grades).

Market featureless; prices unchanged.

Steam, ground, 3 & 50	\$18.00@19.00
Steam, unground, 3 & 50	16.50@18.00

Gelatin and Glue Stocks.

Demand fair for skulls, jaws and knuckles; last sales at \$24.00.

Calf trimmings	@25.00
Sinews, pizles	@19.00
Horn piths	@17.00
Cattle jaws, skulls and knuckles	\$23.00@24.00
Hide trimmings (new style)	@12.00
Hide trimmings (old style)	@15.00
Pig skin scraps and trim, per lb.	5½@6c

Animal Hair.

Market largely nominal.

Summer coil and field dried	1½@1½c
Winter coil, dried	2¼c
Processed, black, winter, per lb.	8¼@9c
Processed, grey, winter, per lb.	7¼@8c
Cattle switches, each*	1½@2½cn

*According to count.

Watch the "For Sale" page for bargains.

FERTILIZER MATERIALS

BASIS NEW YORK DELIVERY.

Ammoniates.

Ammonium sulphate, bulk, per ton, basis ex vessel Atlantic ports: September, 1935, to June 30, 1936, inclusive	@ 24.00
Ammonium sulphate, double bags, per 100 lbs. f.a.s. New York	nominal
Blood dried, 16% per unit	@ 2.75
Fish scrap, dried, 11% ammonia, 10% B. P. L. f.o.b. fish factory	2.30 & 10c
Fish meal, foreign, 11½% ammonia, 10% B. P. L. c.i.f.	@ 34.00
Fish scrap, acidulated, 6% ammonia, 3% A.P.A. f.o.b. fish factories	2.25 & 50c
Soda nitrate, per net ton; bulk	@ 23.50
Sept. to Nov. inclusive	@ 24.80
in 200-lb. bags	@ 25.50
Tankage, ground, 10% ammonia, 15% B. P. L. bulk	2.75 & 10c
Tankage, unground, 10-12% ammonia, 15% B. P. L. bulk	2.50 & 10c

Phosphates.

Foreign bone meal, steamed, 3 and 50 bags, per ton, c.i.f.	@ 22.50
Bone meal, raw, 4½ and 50 bags, per ton, c.i.f.	@ 24.00
Superphosphate, bulk, f.o.b. Baltimore, per ton, 10% flat	@ 8.00

Potash Salts.

Manure salt, 30% bulk, per ton	@ 14.40
Kainit, 20% bulk, per ton	@ 11.00
Muriate in bulk, per ton	@ 22.50
Sulphate in bags, per ton, basis 60%	@ 33.75

Dry Rendered Tankage.

50% unground	@ .67½
60% ground	@ .70

MERCHANDISING SHORTENING

Extensive promotion of the use of compound shortenings is now being carried on by one manufacturer through establishment of permanent schools for bakers in five key cities of the United States. Such aggressive merchandising effort has aided compound manufacturers in their competition with animal fats. In the new schools bakers attend lectures and demonstrations on up-to-date methods and new formulas. Then in small groups they actually practice baking. Merchandising and selling courses are conducted in model bakery salesrooms in each school. Similar schools were conducted experimentally for a time. Their success led to permanent establishments.

1934-35 TALLOW IMPORTS

Tallow imported during the period August 1, 1934, to July 31, 1935, totaled 219,000,000 lbs., with no imports in the previous period.

WHOLESALE DRESSED MEAT PRICES

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on September 19, 1935:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
Fresh Beef:				
STEERS:				
(1) (300-500 lbs.) choice	\$16.50@18.00		\$16.50@18.00	
Good	13.50@16.50		13.50@16.50	
Medium	10.50@13.50		11.00@13.50	
Common	9.50@10.50		10.00@11.00	
STEERS:				
(500-600 lbs.) choice	16.50@18.00		16.50@18.00	16.50@18.00
Good	13.50@16.50		13.50@16.50	14.00@16.50
Medium	10.50@13.50		11.00@13.50	11.00@14.00
Common	9.50@10.50		10.00@11.00	10.00@11.00
STEERS:				
(600-700 lbs.) choice	16.50@18.00		16.50@18.00	16.50@18.00
Good	14.00@16.50		13.50@16.50	14.00@16.50
Medium	11.00@14.00	11.00@14.00	11.00@13.50	11.00@14.00
STEERS:				
(700 lbs. up) choice	16.50@18.00	17.00@18.00	17.00@18.00	16.50@18.00
Good	14.50@16.50	14.50@16.50	14.00@17.00	14.00@16.50
COWS:				
Good	10.50@12.50	11.00@12.00	11.00@12.00	11.00@12.00
Medium	9.50@10.50	10.50@11.00	10.00@11.00	10.00@11.00
Common	8.50@9.50	10.00@10.50	9.00@10.00	9.00@10.00
Fresh Veal:				
VEAL:				
(2) choice	15.50@16.50	15.00@16.00	16.50@17.50	16.00@17.00
Good	14.50@15.50	14.00@15.00	14.00@16.00	14.00@16.00
Medium	13.00@14.50	13.00@14.00	12.00@14.00	12.00@14.00
Common	12.00@13.00	12.00@13.00	11.00@12.00	11.00@12.00
Fresh Lamb and Mutton:				
LAMB:				
(38 lbs. down) choice	16.50@17.50	16.00@17.00	16.00@17.00	16.50@17.00
Good	15.50@16.50	15.00@16.00	15.00@16.00	16.00@16.50
Medium	14.50@15.50	14.00@15.00	14.00@15.00	15.00@16.00
Common	13.50@14.50	13.00@14.00	13.00@14.00	13.00@15.00
LAMB:				
(39-45 lbs.) choice	16.50@17.50	16.00@17.00	16.00@17.00	16.50@17.00
Good	15.50@16.50	15.00@16.00	15.00@16.00	16.00@16.50
Medium	14.50@15.50	14.00@15.00	14.00@15.00	15.00@16.00
Common	13.50@14.50	13.00@14.00	13.00@14.00	13.00@15.00
LAMB:				
(46-55 lbs.) choice	16.00@17.00	16.00@17.00	16.00@17.00	15.50@16.00
Good	15.00@16.00	15.00@16.00	15.00@16.00	15.00@15.50
MUTTON:				
(Ewe) (70 lbs. down) good	9.00@10.00	9.00@10.00	8.00@9.50	10.00@11.00
Medium	8.00@9.00	8.00@9.00	7.00@8.50	9.00@10.00
Common	7.00@8.00	7.00@8.00	6.00@7.00	8.00@9.00
Fresh Pork Cuts:				
LOINS:				
8-10 lbs. avg.	25.00@27.00	27.00@28.00	26.00@27.00	26.50@28.00
10-12 lbs. avg.	23.50@25.50	26.50@27.50	25.00@26.00	25.00@27.00
12-15 lbs. avg.	21.50@23.50	23.00@24.00	23.00@24.50	24.00@26.00
16-22 lbs. avg.	17.50@19.50	22.00@23.00	20.00@22.00	21.00@22.00
SHOULDERS: N. Y. Style: Skinned:				
8-12 lbs. avg.	19.00@21.00		20.50@22.00	20.00@22.00
PICNICS:				
6-8 lbs. avg.		19.50@20.50		
BUTTS: Boston Style:				
4-8 lbs. avg.	22.00@24.00		24.00@26.00	23.00@25.00
(1) Includes heifer 450 pounds down at Chicago. (2) Includes "skins on" at New York and Chicago.				

COTTONSEED PRODUCTS PRODUCED AND CONSUMED

Cotton seed received, crushed, and on hand, and cottonseed products manufactured, shipped out, and on hand for one month, ended August 31, 1935, and 1934, as reported by the Department of Commerce:

	COTTON SEED RECEIVED, CRUSHED, AND ON HAND (TONS).			
	Received at mills*		Crushed	
	Aug. 1 to August 31.	1935.	Aug. 1 to August 31.	1935.
	1935.	1934.	1935.	1934.
United States	203,442	274,207	145,115	198,193
Alabama	34,484	15,571	21,926	16,906
Georgia	52,742	30,976	40,540	28,045
Louisiana	21,428	17,989	7,554	8,907
Mississippi	17,577	15,380	15,276	11,333
Texas	69,197	178,391	43,141	90,932
All other states	8,014	15,884	16,678	35,070
On hand at mills August 31.				
			149,446	298,775
			17,559	17,732
			34,494	28,941
			15,247	12,632
			15,301	23,348
			40,408	181,220
			13,377	34,882

*Includes seed destroyed at mills but not 91,119 tons and 222,761 tons on hand Aug. 1 nor 3,276 tons and 1,047 tons reshipped for 1935 and 1934 respectively.

COTTONSEED PRODUCTS MANUFACTURED, SHIPPED OUT, AND ON HAND.

	Season.		Produced Aug. 1 to August 31.		Shipped out Aug. 1 to August 31.		On hand August 31.	
	1935-36	1934-35	1935-36	1934-35	1935-36	1934-35	1935-36	1934-35
Crude oil (pounds)	27,187,350	34,409,287	43,659,577	59,534,151	42,387,942	55,320,982	27,637,950	38,261,270
Refined oil (pounds)	144,641,114	656,804,830	38,935,483	50,069,431			144,600,449	540,912,320
Cake and meal (tons)	200,851	124,572	65,380	80,980	87,873	119,857	178,358	94,505
Hulls (tons)	78,508	30,958	38,806	14,154	45,207	42,785	72,007	42,327
Linters (running bales)	74,772	75,958	28,683	38,285	40,031	43,891	68,424	70,352
Hull fiber (500-lb. bales)	1,091	1,091	1,725	1,406	1,406	1,406	1,410	1,410
Grablots, notes, etc. (500-lb. bales)	946	5,960	1,858	1,240	1,064	2,880	840	4,229
		3,970	2,014	2,356			3,874	

*Includes 7,712,466 and 5,192,611 lbs. held by refining and manufacturing establishments and 8,589,280 and 10,288,100 lbs. in transit to refiners and consumers August 1, 1935, and August 31, 1935, respectively.

*Includes 5,072,608 and 5,674,221 lbs. held by refiners, brokers, agents, and warehousemen at places other than refineries and manufacturing establishments and 7,094,325 and 11,827,352 lbs. in transit to manufacturers of lard substitute, oleomargarine, soap, etc., August 1, 1935, and August 31, 1935, respectively.

**Produced from 42,687,295 lbs. of crude oil.

BLOCK OIL TAX LAW

Operation of California's new tax law covering oleomargarine containing imported oils is expected to be deferred until 1936 as a result of filing of petitions calling for a referendum vote on the levy. As a result of this action, it is expected that the law will not become operative until after the voters have decided the question at the November elections.

Denouncing blocking of the new tax law as a setback for agriculture, W. B. Coberly, Los Angeles, committeeman of the American Institute of Fats and Oils, issued the following statement:

"Under the terms of this new law, oleomargarine made of domestic ingredients would be entirely exempt from the tax. The only margarine taxed would be that made of imported ingredients which compete unfairly with the products of the farmer, taking his market from him, reducing his income, and thus injuring the interests of the state.

"Most of the margarine industry, desiring to co-operate with the 500,000 grower-members of the Institute of Fats and Oils, has already been put on an entirely domestic basis, or is ready to change over as soon as the destructive foreign consumption is removed.

"Resistance to the law is being offered by a small minority business group which is seeking competitive advantages regardless of cost to California as a whole and California farmers in particular.

"This bill gives a fair outlet for domestic ingredients which in ordinary times we have in great surplus, and the legislation is justified still further

by benefits accruing to agriculture, whose economic condition is so inescapably interdependent with the welfare of the whole people."

Refining Edible Oils

Up-to-date practices in refining edible oils and their manufacture into shortening and salad dressings have resulted in product of superior keeping quality, fine flavor, good color and desirable consistency.

This is due to improvement in neutralizing oils, resulting in more complete, deodorization and better decolorizing and clarifying. Improved manufacturing equipment has been introduced and great strides have been made in packaging the product for maximum consumer acceptance.

These up-to-date methods, as well as some of the older practices still in use, are described in a series of articles which have appeared in THE NATIONAL PROVISIONER. Copies of these reprints are available at 75c. To secure them, send the following coupon with remittance:

THE NATIONAL PROVISIONER
Old Colony Bldg., Chicago, Ill.
Please send copy of reprint on oil refining and manufacture.
Name
Street
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(Enclosed find 75c in stamps.)

MEMPHIS PRODUCTS MARKETS

(Special Report to The National Provisioner.)

Memphis, Tenn., Sept. 18, 1935.

Tuesday's advance in cottonseed meal was carried over into today with very little coming out in the way of offers. Both October and March were active, the former selling from \$20.00@20.30 while March traded in volume at \$21.45. The cash situation is reported as very firm with mills indifferent. Sellers with limited sales in line with the futures. Close was firm at an advance of 20@40c.

Cottonseed oil was lower in sympathy with lard and little trading interest. Trading was quiet, the market closing at a loss of 10 points.

COTTONSEED PRODUCTS EXPORTS AND IMPORTS

For twelve months ended July 31, 1935:

Exports:	1935.	1934.
Oil, crude, lbs.	1,231,434	15,188,334
Oil, refined, lbs.	3,695,244	7,502,790
Cake and meal, tons of 2,000		
lbs.	2,674	73,000
Linters, running bales	205,246	169,076
Imports:		
Oil, crude and refined, lbs.	131,320,088	
Cake and meal, tons of 2,000		
lbs.	50,752	3,874

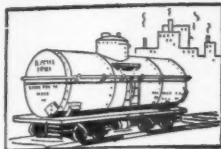
*Imports of cottonseed oil for August were 82,937 lbs. crude and 4,265,139 refined. "Entered directly for consumption" and 832,339 crude and 4,962,962 refined "withdrawn from warehouse for consumption." There were 128,688 crude and 2,211,869 refined "entered directly into warehouse."

MARGARINE MATERIALS USED

Oleomargarine materials used in manufacture during July, 1935, with comparisons:

Ingredients of Uncolored Margarine:	July, 1935, lbs.	July, 1934, lbs.
Butter	10,267,774	6,295,311
Cocconut oil	135,041	508,436
Corn oil	5,793,018	4,104,358
Cottonseed oil	57,523	36,706
Derivative of glycerine	1,407	85
Leithin	4,437,257	3,837,792
Milk	135,041	508,436
Neutral lard	834,901	1,920,601
Oleo oil	217,411	239,527
Oleo stearine	132,886	196,997
Peanut oil	183,118	141,482
Salt	1,137,339	974,461
Sesame oil	2,083	
Soda (benzoate of)	12,973	5,685
Soya bean oil	121,725	
Sugar		15,792
Vegetable oil		390
Total	23,335,146	18,274,643
Ingredients of Colored Margarine:		
Butter	20	20
Cocconut oil	58,250	20,316
Color	210	179
Cottonseed oil	26,429	45,146
Derivative of glycerine	294	149
Milk	51,772	62,509
Neutral lard	3,084	19,202
Oleo oil	56,913	73,262
Oleo stearine	2,100	5,320
Oleo stock	7,825	1,938
Peanut oil	143	2,505
Salt	13,238	16,925
Soda (benzoate of)	18	11
Sugar		180
Sunflower seed oil	9,920	
Total	230,198	247,062
Total ingredients for colored and uncolored	23,565,344	18,521,705

Watch the Classified Advertisements page for bargains in equipment.



Vegetable Oils

Weekly Market Review



Trade Very Active—Market Irregular—Undertone Firm—Cash Trade Satisfactory—Lard Better—War Scare a Factor—Hedge Pressure Moderate.

Considerable activity featured the cotton oil futures market on the New York Produce Exchange the past week. While prices moved irregularly, undertone was firm. Selling and profit taking followed August consumption report, which was disappointing and brought about a break of nearly $\frac{1}{4}$ c lb. Subsequent strength in allied markets, brought about a resumption of outside absorption in oil, and professional short covering, and market quickly recovered the losses.

Compared with previous week, price changes were not important. Buying was influenced to some extent by European conditions. These served to bring about strength in allied and other commodities. Hedge selling appeared in a fair way in the deferred months on the swells and, with scattered realizing, served to limit the upturns.

Reports from cash circles were fairly optimistic. Lard and oil stocks continued to decrease and there was no weakening in the strong statistical position of edible fats. August consumption of oil was 352,440 bbls., against 414,905 bbls. last year. Distribution last month was on a good scale, not considering indications that 22,000 bbls. of imported oil also disappeared.

Visible Supply Lower

There was a feeling that September consumption would not come up to the 435,000 bbls. in September last year, and that the increase in pressure of new crop should be felt following the recent dry weather in the South. September oil consumption this year is expected to show up fairly well, even though not as large as the huge consumption in the same month last year. Compound is still in a favorable competing position and lard is a scarce commodity. Substitutes, therefore, should enjoy good distribution.

Visible supply of oil at beginning of September was 1,030,000 bbls., compared with 1,656,700 bbls. the same time last year.

There are no burdensome supplies of edible fats hanging over the markets. From January 1 to September 17 there have been traded on the New York Produce Exchange 2,655,750 bbls. of cotton oil, compared with 1,866,400 bbls. the same time last year.

A private estimate placed ginnings of cotton to September 16 at 2,592,005

bales, against 3,129,795 bales the same time last year.

Crude oil markets displayed a little more activity. Sales were made during week at 8 $\frac{1}{2}$ c in Texas. These were followed by bids of 8 $\frac{1}{2}$ c in all sections. Crude market has not become a vital factor as yet, but crude situation is being watched closely.

COCOANUT OIL—Market displayed a better tone the past week, with offerings limited. Inquiry was a little more active. At New York, tanks were quoted at 4 $\frac{1}{2}$ @4 $\frac{1}{2}$ c; Pacific coast tanks, 3 $\frac{1}{2}$ c.

CORN OIL—Market was quiet and more or less nominal at New York and quoted at 9 $\frac{1}{2}$ c.

SOYA BEAN OIL—Market was quiet and unchanged at New York. Old crop was quoted at 8c; new crop, 7.5@7.7c.

PALM OIL—Market at New York was steadier. Spot Nigre was quoted at 4 $\frac{1}{2}$ c, shipment Nigre, 4.15c.

PALM KERNEL OIL—Market was quiet but steady. German oil was quoted at 3.80c; other oils, 4 $\frac{1}{4}$ c.

OLIVE OIL—Demand was fairly good at New York and the market was very steady. Spot barrels were quoted at 8 $\frac{1}{2}$ c; tanks, at 8 $\frac{1}{4}$ c.

RUBBERSEED OIL—Market Nominal.

SESAME OIL—Market Nominal.

PEANUT OIL—Demand was moderate at New York, but offerings were light. Southeast tanks were quoted at 8 $\frac{1}{2}$ @9c.

COTTONSEED OIL—Store oil demand was moderate, but offerings were

steadily held at New York and prices were maintained with futures. Crude oil was quoted at 8 $\frac{1}{2}$ c bid in all sections.

Market transactions at New York:

Friday, September 13, 1935.

	Sales.	Range—		Bids.	Closing—	
		High.	Low.		Asked.	
Spot					a	....
Sept.					1015	a 1030
Oct.	5	1009	1005		1015	a 1020
Nov.					1005	a 1020
Dec.	23	1009	991		1008	a trad
Jan.	7	1006	995		1006	a trad
Feb.					1005	a 1025
Mar.	31	1017	1006		1015	a 1018
Apr.					1020	a 1040

Saturday, September 14, 1935.

Spot					a	....
Sept.	2	1015	1011		1010	a 1013
Oct.	7	1010	1005		1006	a 1007
Nov.					1000	a 1020
Dec.	6	1009	1000		998	a 1001
Jan.	3	1005	1000		997	a 1000
Feb.					997	a 1015
Mar.	8	1017	1019		1009	a trad
Apr.					1010	a 1030

Monday, September 16, 1935.

Spot					a	....
Sept.	5	1017	1015		1013	a 1019
Oct.	7	1006	1000		1006	a trad
Nov.					1000	a 1020
Dec.	8	1005	993		1003	a 1004
Jan.	3	1007	1001		1001	a 1003
Feb.					1000	a 1020
Mar.	20	1018	1003		1013	a trad
Apr.					1013	a 1030

Tuesday, September 17, 1935.

Spot					a	....
Sept.	12	1020	1020		1025	a 1040
Oct.	43	1025	1013		1020	a 1024
Nov.					1015	a 1030
Dec.	45	1025	1015		1021	a 1023
Jan.	32	1025	1018		1022	a trad
Feb.					1020	a 1040
Mar.	73	1037	1025		1032	a 1035
Apr.					1030	a 1050

Wednesday, September 18, 1935.

Spot					a	....
Sept.	26	1035	1025		1025	a trad
Oct.	34	1026	1015		1017	a 18tr
Nov.					1015	a 1030
Dec.	27	1028	1013		1014	a trad
Jan.	30	1030	1013		1013	a trad
Feb.					1010	a 1025
Mar.	36	1036	1023		1025	a trad
Apr.					1025	a 1040

Thursday, September 19, 1935.

Sept.		1030	1025	1025	a 1030
Oct.		1022	1018	1015	a 1016
Dec.		1024	1015	1015	a
Jan.		1021	1015	1015	a
Mar.		1030	1025	1024	a 1025

(See page 38 for later markets.)

SOUTHERN MARKETS

New Orleans

(Special Wire to The National Provisioner.)

New Orleans, La., September 19, 1935.

—Cotton oil prices erratic this week, showing weakness and great strength. Sales were fairly liberal. Crude quoted at 8 $\frac{1}{2}$ c lb. Monday, Wednesday 8 $\frac{1}{2}$ c lb. bid, with 9c lb. asked in all directions. Mills claim 9c lb. needed to break even on present high price of cotton seed. There was a larger inquiry for refined this week, with immediate floating supply apparently very small.

Memphis

(Special Wire to The National Provisioner.)

Memphis, Tenn., September 20, 1935.

—Crude cottonseed oil 8 $\frac{1}{2}$ c; cottonseed meal \$20.50 f.o.b., Memphis, prompt shipment.

WEEK'S CLOSING MARKETS

FRIDAY'S CLOSINGS

Provisions

Hog products were firm during latter part of week with light hog receipts, steady hog markets and satisfactory cash trade. Top hogs \$11.85, Chicago. Some selling on weaker grain and stock markets and war uncertainties.

Cottonseed Oil

Cotton oil moderately active over narrow limits with steady undertone. Trade awaiting developments. Hedge selling and moderate cash trade are satisfactory. Crude 8½¢ bid.

Quotations on bleachable cottonseed oil Friday noon were: Sept., \$10.26@10.50; Oct., \$10.25@10.27; Dec., \$10.24; Jan., \$10.25; Mar., \$10.34.

Tallow

Tallow, extra, 6½¢, f.o.b.

Stearine

Stearine, 11½¢.

Friday's Lard Markets

New York, September 20, 1935. — Prices are for export; no tax. Lard, prime western, \$17.00@17.10; middle western, \$17.00@17.10 (including tax); city, unquoted; refined Continent, 17½¢@17¾¢; South American, 17½¢@18¢; Brazil kegs, 18¢@18½¢ (including tax); compound, 12½¢ in carlots.

BRITISH PROVISION MARKETS

(Special Cable to The National Provisioner.)

Liverpool, September 19, 1935.

General provision market steady but dull; poor demand for lard; very good demand for hams.

Thursday's prices were: Hams, American cut, 104s; hams, long cut, unquoted; Liverpool shoulders, square, none; picnics, none; short backs, unquoted; bellies, English, 61s; Wiltshires, unquoted; Cumberlands, unquoted; Canadian Wiltshires, 80s; Canadian Cumberlands, 74s; spot lard, 73s 6d.

MEAT AND LARD EXPORTS

Exports of pork, bacon and lard through port of New York during week ended September 20, totaled 1,018,550 lbs. of bacon and 163,912 lbs. of lard.

HULL OIL MARKETS

(Special Cable to The National Provisioner.)

Hull, England, Sept. 18, 1935.—Refined cottonseed oil, 27s 6d; Egyptian crude cottonseed oil, 25s.

NEW YORK MEAT IMPORTS

(Special Wire to The National Provisioner.)

New York, Sept. 20, 1935.

No beef was received from New Zealand this week and none is expected. Only 17,103 lbs. of fresh chilled beef came in from Canada. About 5,500 lbs. of jerked beef and 338,000 lbs. of canned beef were imported from South America.

A few thousand hog carcasses with heads off, weighing 90@100 lbs. arrived from Lithuania on Friday. These at the ship cost 6c plus processing tax and tariff. Total cost was \$17.86 a cwt. These shipments anticipated at regular intervals from now on.

Considerable pork was imported at New York during week ended September 19, including 25,500 lbs. of D. S. bellies from Brazil and 12,063 lbs. of smoked pork butts, 2,721 lbs. of bacon and 1,009 lbs. of pork sausage from Canada.

TRIMMING OFF BRUISES

How much good meat are you losing through careless trimming of bruises on your hogs? "PORK PACKING," The National Provisioner's latest book, might save you some of these losses. Write for information.

Profit or Loss?

Only when a buyer or seller of meat products knows the market does he buy or sell intelligently.

If a buyer makes ¼¢ per pound on a car of product he has saved \$37.50.

If he makes ¼¢ a pound on a car, he has made \$75.00.

The same is true of the seller. If he knows the market, and gets the market price, he saves anywhere from \$37.50 to \$150.00 a car. If the difference is as much as 1c a pound, he saves \$300 on a car.

THE NATIONAL PROVISIONER'S DAILY MARKET SERVICE gives an exact reflection of the market and the market price on each of the full trading days of the week.

Cost of this service for a whole year can be more than saved in a single carlot transaction made at ½¢ variation from actual market price.

Information furnished by THE DAILY MARKET SERVICE is vital to anyone handling meats on a carlot basis. For full information, write THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

AUG. FEDERAL SLAUGHTERS

Federal inspected slaughter of all classes of livestock during Aug., 1935:

	Cattle.	Calves.	Hogs.	Sheep & lambs.
Baltimore	8,979	(1)	(1)	(1)
Buffalo	(1)	(1)	(1)	(1)
Chicago	120,638	30,406	223,982	245,266
Cincinnati	13,596	8,485	35,733	(1)
Cleveland	(1)	(1)	15,609	(1)
Denver	10,910	2,883	14,137	19,010
Detroit	(1)	(1)	(1)	(1)
Fort Worth	(1)	(1)	(1)	(1)
Kansas City	77,239	40,767	89,398	89,927
Milwaukee	17,503	19,548	(1)	(1)
National Stock Yards	67,284	(1)	131,518	(1)
New York	24,733	59,785	(1)	261,770
Omaha	62,865	7,408	64,107	140,540
Philadelphia	7,538	12,173	(1)	27,423
Sioux City	30,495	3,283	49,488	52,612
South St.				
Paul	50,967	34,553	44,734	102,477
All other stations	382,283	252,893	698,834	726,422

Total:	Aug., '35	875,070	472,184	1,667,540	1,665,440
Total:	Aug., '34	832,409	517,707	2,641,187	1,526,732
8 mos. ended	Aug., '35	5,838,573	3,728,242	17,172,630	11,555,140
8 mos. ended	Aug., '34	6,420,555	4,152,060	29,221,482	10,296,671

New York.
Brooklyn.
Jersey City and Newark (2) 35,081 73,248 103,220 319,376
Horses slaughtered in August, 1935, 2,007.
Horses slaughtered in August, 1934, 2,047.
8 months ended August, 1935, 10,804.
8 months ended August, 1934, 11,311.
(1) Included in "All Other Stations."

(2) The slaughter figures in this group of cities are included in the figures above for "New York" and "All Other Stations" and are combined here to show total in the Greater New York district.

U. S. INSPECTED HOG KILL

Kill at 8 points week ended Sept. 13, 1935:

	Week ended Sept. 13.	Prev. week.	Cor. week.
Chicago	30,332	34,010	121,373
Kansas City, Kans.	17,467	16,386	27,643
Omaha	13,537	10,431	31,427
St. Louis & East St. Louis	24,388	27,491	51,047
Sioux City	7,464	7,019	19,059
St. Joseph	7,850	7,981	22,722
St. Paul	9,634	12,035	20,706
N. Y., Newark and J. C.	41,824	21,193	34,582
Total	151,596	143,446	355,358

NEW YORK LIVESTOCK

Receipts week ended Sept. 14, 1935:

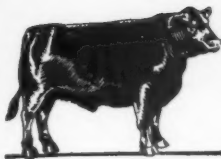
	Cattle.	Calves.	Hogs.	Sheep.
Jersey City	6,344	13,326	4,894	19,755
Central Union	2,960	1,588	...	22,727
New York	261	4,304	12,144	14,924
Total	8,691	19,218	17,038	77,406
Previous week	5,559	13,988	12,481	42,720
Two weeks ago	6,562	13,406	11,115	57,508

ARGENTINE BEEF EXPORTS

Cable reports of Argentine exports of beef this week up to Sept. 20, 1935, show exports from that country were as follows: To the United Kingdom, 112,933 quarters; to the Continent, 11,678 quarters. Exports the week ending Sept. 13 were: To England, 94,020 quarters; to the Continent, 17,883 quarters.

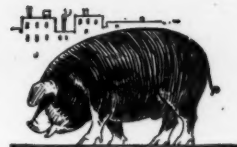
When in need of expert packinghouse workers watch the classified pages of THE NATIONAL PROVISIONER.

The National Provisioner



Live Stock Markets

Weekly Review



LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five leading Western markets, Thursday, September 19, 1935, as reported by the U. S. Bureau of Agricultural Economics:

Hogs (Soft or oily hogs, excluded),	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Lt. lt. (140-160 lbs.) gd-ch....	\$10.65@11.50	\$10.90@11.50	\$9.75@10.85	\$10.00@10.75	\$11.00@11.25
Medium	10.00@11.15	10.25@11.35	9.25@10.40	9.25@10.25	10.00@11.00
Lt. wt. (160-180 lbs.) gd-ch....	11.15@11.70	11.40@11.60	10.40@11.25	10.25@11.25	11.00@11.25
Medium	10.50@11.40	10.75@11.50	9.60@11.00	9.75@10.90	10.50@11.00
(180-200 lbs.) gd-ch....	11.40@11.80	11.45@11.65	11.00@11.25	10.90@11.35	11.00@11.25
Medium	11.00@11.55	10.85@11.50	10.25@11.00	10.25@11.10	10.75@11.00
Med. wt. (200-220 lbs.) gd-ch....	11.55@11.80	11.50@11.70	11.00@11.25	11.10@11.35	11.00@11.25
(220-250 lbs.) gd-ch....	11.45@11.80	11.50@11.70	11.00@11.25	11.10@11.35	11.00@11.25
Hvy. wt. (250-290 lbs.) gd-ch....	11.00@11.75	11.15@11.65	10.90@11.10	10.85@11.25	10.85@11.15
(290-350 lbs.) gd-ch....	10.60@11.50	10.75@11.25	10.35@10.90	10.60@11.00	10.50@10.90
PACKING SOWS:					
(275-350 lbs.) good	10.25@10.50	9.65@10.10	9.75@ 9.90	9.75@10.00	9.80@ 9.90
(350-425 lbs.) good	10.00@10.40	9.50@10.00	9.60@ 9.85	9.50@ 9.80	9.70@ 9.85
(425-550 lbs.) good	9.75@10.25	9.35@ 9.85	9.25@ 9.75	9.25@ 9.60	9.50@ 9.75
(275-550 lbs.) medium	9.25@10.25	8.25@ 9.75	8.40@ 9.60	8.50@ 9.50	9.50@ 9.80
SLAUGHTER PIGS:					
(100-140 lbs.) gd-ch....	9.25@11.00	9.50@11.00	.....	8.75@10.00	10.75@11.25
Medium	8.25@10.65	8.25@10.85	.....	7.50@ 9.50	10.00@11.00
Av. cost & wt. Wed. (pigs ex.)	10.97-251 lbs.	11.15-217 lbs.	10.38-255 lbs.	10.64-227 lbs.	.....
Slaughter Cattle, Calves, and Vealers:					
STEERS:					
(550-900 lbs.) choice	10.75@12.25	9.75@11.50	9.50@11.75	9.50@11.25	10.25@11.75
Good	9.25@11.75	8.25@10.75	8.50@10.75	8.25@10.50	8.50@10.75
Medium	7.25@ 9.50	6.75@ 8.50	6.50@ 8.75	6.25@ 8.75	6.50@ 8.75
Common	5.25@ 7.50	5.50@ 6.75	4.50@ 6.75	4.75@ 6.50	5.00@ 6.75
STEERS:					
(900-1100 lbs.) choice	11.75@12.75	10.75@12.00	10.75@12.00	10.50@11.75	10.75@11.75
Good	9.50@12.25	8.25@11.00	8.75@11.25	8.75@10.75	8.75@10.75
Medium	7.50@ 9.75	6.75@ 8.50	6.75@ 9.00	6.50@ 8.75	6.50@ 8.90
Common	5.50@ 7.50	5.75@ 7.00	4.50@ 7.00	5.00@ 6.50	5.15@ 6.75
STEERS:					
(1100-1300 lbs.) choice	12.25@13.25	11.00@12.00	11.25@12.25	10.50@11.75	10.75@11.75
Good	9.75@12.25	8.50@11.00	9.00@11.25	8.75@10.75	8.75@10.75
Medium	7.50@ 9.75	7.00@ 8.75	7.00@ 9.00	6.50@ 8.75	6.50@ 8.90
STEERS:					
(1300-1500 lbs.) choice	12.25@13.25	11.00@12.00	11.25@12.25	10.50@11.50	10.60@11.65
Good	10.00@12.25	8.75@11.00	9.00@11.25	8.75@10.50	8.50@10.75
HEIFERS:					
(550-750 lbs.) choice	10.50@11.25	9.25@10.25	9.50@10.50	9.00@10.75	9.75@10.75
Good	8.75@10.50	7.75@ 9.25	8.25@ 9.50	7.75@ 9.75	8.25@10.15
Com-med.	4.75@ 8.75	4.00@ 7.75	4.25@ 8.50	4.50@ 7.75	4.50@ 8.50
HEIFERS:					
(750-900 lbs.) gd-ch....	8.75@11.25	.....	8.50@11.00	7.75@10.75	8.50@10.75
Com-med.	5.25@ 8.75	.....	4.25@ 8.50	4.75@ 7.75	4.65@ 8.50
COWS:					
Good	5.00@ 6.00	5.25@ 6.25	5.25@ 6.00	5.25@ 6.25	5.15@ 6.15
Com-med.	4.25@ 5.25	4.00@ 5.25	4.25@ 5.25	4.00@ 5.25	4.00@ 5.15
Low-cut-cut	3.25@ 4.25	2.75@ 4.00	3.25@ 4.25	2.75@ 4.00	3.00@ 4.00
BULLS: (Yrs. Ex.) (Beef)					
Good	5.75@ 7.00	5.25@ 6.00	5.35@ 5.75	5.00@ 5.50	5.35@ 6.15
Cut-med.	4.50@ 6.00	4.00@ 5.25	4.00@ 5.50	3.50@ 5.00	3.75@ 5.50
VEALERS:					
Gd-ch.	8.75@10.50	8.50@ 9.75	7.50@ 9.00	7.00@ 9.00	8.00@10.00
Medium	7.00@ 8.75	7.25@ 8.50	6.00@ 7.50	5.00@ 7.00	6.50@ 8.00
Cul-com.	5.00@ 7.00	3.50@ 7.25	4.00@ 6.00	4.00@ 5.00	4.00@ 6.75
CALVES:					
(250-500 lbs.) gd-ch....	7.00@10.50	6.50@ 9.25	6.50@ 9.00	6.00@ 8.50	7.00@10.00
Com-med.	4.00@ 7.00	3.50@ 6.50	4.00@ 6.50	3.50@ 6.50	4.75@ 7.25
Slaughter Sheep and Lambs:					
LAMBS:					
(90 lbs. down) gd-ch.*	8.75@ 9.50	8.65@ 9.50	8.25@ 9.00	8.75@ 9.25	.....
Com-med.	6.50@ 8.85	6.00@ 8.85	6.25@ 8.25	6.00@ 8.75	.....
YEARLING WETHERS:					
(90-110 lbs.) gd-ch....	6.35@ 7.40	6.25@ 7.50	6.25@ 7.50	6.75@ 7.25	6.25@ 7.25
Medium	5.25@ 6.50	5.50@ 6.50	5.25@ 6.25	5.75@ 6.75	5.25@ 6.25
EWES:					
(90-120 lbs.) gd-ch....	3.00@ 4.00	2.75@ 3.75	2.50@ 3.50	2.75@ 4.00	2.75@ 3.50
(120-150 lbs.) gd-ch....	2.75@ 3.75	2.25@ 3.50	2.25@ 3.25	2.75@ 4.00	2.00@ 3.50
(All wts.) com-med.	2.25@ 3.00	1.25@ 2.75	1.25@ 2.50	1.75@ 2.75	1.25@ 2.75

*Quotations based on ewes and wethers.

CORN BELT DIRECT TRADING

Reported by U. S. Bureau of Agricultural Economics.

Des Moines, Iowa, Sept. 19, 1935.

Trade in hogs at 22 concentration points and 9 packing plants in Iowa and Minnesota was rather slow this week. Butcher hogs sold mostly 5@10c lower, compared with last Saturday, spots steady; packing sows, steady to 15c higher, mostly 5@10c up; good to choice 200 to 250 lbs. by truck, \$11.00@11.30; most rail and some truck consignments, \$11.45 at plants; 180 to 200 lbs. and 250 to 270 lbs., \$10.90@11.30; 270 to 290 lbs., \$10.70@11.15; 290 to 350 lbs., \$10.30@10.90; better 160 to 180 lbs., \$10.25@10.95; light lights, \$9.50@10.25; good lightweight sows, \$9.40@9.80, few \$9.90 or slightly higher; medium and heavy weights, \$8.90@9.60.

Receipts week ended Sept. 19, 1935:

	This week.	Last week.
Friday, September 13.....	9,800	12,800
Saturday, September 14.....	8,500	9,500
Monday, September 16.....	13,100	18,800
Tuesday, September 17.....	5,900	4,000
Wednesday, September 18.....	9,000	7,400
Thursday, September 19.....	9,700	10,100

CANADIAN LIVESTOCK PRICES

Top prices Sept. 12, 1935:

BUTCHER STEERS.			
Up to 1,050 lbs.			
	Sept. 12, 1935.	Last week.	Same week, 1934.
Toronto	\$ 7.35	\$ 7.10	\$ 6.00
Montreal	6.75	5.75	5.00
Winnipeg	6.50	6.50	5.50
Calgary	4.25	4.25	3.25
Edmonton	4.50	4.50	3.25
Prince Albert	3.75	3.00	2.25
Moose Jaw	5.00	4.50	3.00
Saskatoon	4.50	4.75	.....
VEAL CALVES.			
Toronto	\$10.00	\$ 9.50	\$ 7.00
Montreal	8.00	8.00	7.00
Winnipeg	6.50	6.25	4.50
Calgary	4.25	4.25	3.00
Edmonton	4.50	4.00	3.50
Prince Albert	3.75	3.75	2.50
Moose Jaw	5.00	4.50	3.00
Saskatoon	4.50	4.50	3.00
SELECT BACON HOGS.			
Toronto	\$10.25	\$10.00	\$ 8.50
Montreal	10.25	10.25	9.75
Winnipeg	9.50	9.00	8.85
Calgary	9.10	8.85	8.50
Edmonton	8.55	8.85	6.70
Prince Albert	9.10	8.60	8.45
Moose Jaw	9.25	8.75	8.60
Saskatoon	9.10	8.60	8.35
GOOD LAMBS.			
Toronto	\$ 7.25	\$ 7.50	\$ 6.00
Montreal	6.50	7.00	5.50
Winnipeg	5.75	5.50	4.50
Calgary	5.25	5.25	4.50
Edmonton	4.75	4.75	4.25
Prince Albert	4.60	4.50	3.75
Moose Jaw	4.75	5.00	3.75
Saskatoon	5.00	5.00	4.25

PACKERS' PURCHASES

Purchases of livestock by packers at principal centers week ending Saturday, Sept. 14, 1935, as reported to The National Provisioner:

CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour and Co.	6,021	1,378	5,611
Swift & Co.	5,150	1,012	10,946
Morris & Co.	1,828	.....	3,176
Wilson & Co.	5,583	473	4,882
Anglo-Amer. Prov. Co.	635	.....	.....
G. H. Hammond Co.	3,465	1,077	.....
Shippers	10,403	7,583	9,029
Others	11,588	11,312	7,237
Brennan Packing Co., 994 hogs; Hygrade Food Products Corp., 1,094 hogs; Agar Pkg. Co., 2,886 hogs.			
Total	51,132 cattle; 7,307 calves; 28,409 hogs; 40,881 sheep.		
Not including 1,986 cattle, 950 calves, 15,408 hogs and 29,422 sheep bought direct.			

KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	3,310	1,070	1,773	2,257
Cudahy Pkg. Co.	3,946	1,830	908	3,010
Morris & Co.	2,169	762	.....	1,186
Swift & Co.	3,690	1,916	1,936	2,953
Wilson & Co.	3,458	1,554	821	2,738
Kornblum & Sons.	990	.....	.....	.....
Independent Pkg. Co.	2,310	.....	.....	.....
Others	9,868	1,354	2,755	837
Total	27,131	8,504	8,358	12,981
Not including 10,187 hogs received direct by packers at stockyards and plants.				

OMAHA.

	Cattle and Calves.	Hogs.	Sheep.
Armour and Co.	3,814	1,616	2,192
Cudahy Pkg. Co.	4,091	2,619	5,980
Dold Pkg. Co.	1,031	1,903	.....
Morris & Co.	2,237	2,035	1,447
Swift & Co.	5,201	2,310	5,108
Others	6,455	.....	.....
Engle Pkg. Co., 40 cattle; Geo. Hoffman Pkg. Co., 46 cattle; Grt. Omaha Pkg. Co., 72 cattle; Lewis Pkg. Co., 516 cattle; Omaha Pkg. Co., 114 cattle; J. Roth & Sons, 24 cattle; So. Omaha Pkg. Co., 58 cattle; Lincoln Pkg. Co., 438 cattle; Sinclair Pkg. Co., 161 cattle; Wilson & Co., 213 cattle.			
Total	18,656 cattle and calves, 16,938 hogs and 14,787 sheep.		
Not including 53 cattle and 13,263 sheep received direct by packers through stockyards.			

EAST ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,688	3,544	1,077	6,733
Swift & Co.	5,723	3,538	1,795	7,376
Morris & Co.	2,604	1,630	197	.....
Hunter Pkg. Co.	2,030	2,290	1,938	831
Hell Pkg. Co.	.....	1,166	.....	.....
Krey Pkg. Co.	.....	1,647	.....	.....
Shippers	16,622	5,357	10,207	1,800
Others	4,415	598	7,419	832
Total	34,082	18,127	26,326	17,602
Not including 3,782 cattle, 3,459 calves, 14,596 hogs and 3,510 sheep bought direct.				

ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	2,900	899	4,383	5,800
Armour and Co.	2,929	1,018	3,377	3,343
Others	1,283	218	1,243	1,640
Total	7,112	2,135	9,003	10,782

SIOUX CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	2,864	184	2,480	3,288
Armour and Co.	2,133	136	2,549	2,438
Swift & Co.	2,409	146	1,420	2,491
Shippers	3,141	8	3,124	955
Others	219	27	33	16
Total	10,766	501	9,600	9,188

OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,480	1,313	2,011	825
Wilson & Co.	2,452	1,396	2,056	893
Others	495	54	313	17
Total	5,427	2,763	4,380	1,735
Not including 74 cattle and 315 hogs bought direct.				

INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Kingan & Co.	2,165	923	4,657	5,183
Armour and Co.	1,159	316	2,113	.....
Hilgemeier Bros.	5	.....	442	.....
Stumpf Bros.	.....	90	.....	.....
Meier Pkg. Co.	107	3	90	.....
Indiana Prov. Co.	13	38	123	84
Schussler Pkg. Co.	36	.....	.....	.....
Maass-Hartman Co.	59	10	.....	.....
Art Wabnitz	14	100	.....	44
Shippers	2,938	2,462	14,565	6,835
Others	990	25	49	1,316
Total	7,486	3,877	22,282	13,460

FT. WORTH.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	4,984	3,040	3,049	1,013
Swift & Co.	4,950	3,689	2,152	1,432
Blue Bonnett	48	31	119	.....
Rosenthal	41	11	.....	73
Others	186	95	58	.....
Total	10,209	6,866	5,378	2,518
Not including 22 cattle, 65 calves and 2,445 hogs bought direct.				

WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	1,335	888	1,355	1,195
Jacob Dold Pkg. Co.	629	192	992	.....
Wichita D. B. Co.	30	.....	.....	.....
Dunn-Ostertag	155	.....	.....	.....
F. W. Dold & Sons.	180	.....	204	.....
Sundflower Pkg. Co.	82	.....	52	.....
Total	2,411	1,080	2,603	1,195
Not including 157 hogs bought direct.				

DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	647	202	1,097	1,240
Armour and Co.	1,021	381	1,210	2,895
Shippers	.....	1,151	.....	.....
Others	1,755	445	1,123	1,992
Total	3,423	1,028	4,581	6,227
Not including 168 cattle, 42 calves and 1,841 hogs received direct by packers through stockyards.				

ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	3,854	2,475	2,658	10,183
Cudahy Pkg. Co.	886	933	.....	.....
Swift & Co.	5,790	3,450	4,664	15,400
United Pkg. Co.	2,376	341	.....	.....
Others	1,261	40	1,078	7,821
Total	14,167	7,239	8,400	33,404
Not including 29 cattle, 53 hogs and 19 sheep received direct by packers through stockyards.				

MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plinkinton Pkg. Co.	2,157	2,546	6,334	3,771
R. Gumz	81	21	.....	19
Armour and Co., Mil.	930	1,288	.....	.....
Others	1,515	960	31	853
Total	4,683	4,795	6,365	4,643

CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
S. W. Gall & Son.	17	.....	325	537
Ideal Pkg. Co.	17	.....	325	.....
E. Kahn's Sons Co.	1,845	498	3,179	3,345
Lohrey Pkg. Co.	2	.....	144	.....
H. H. Meyer Pkg. Co.	19	.....	1,810	.....
J. Schlachter & Son.	198	186	.....	172
J. & F. Schroth Pkg.	21	.....	1,273	.....
J. F. Stegner & Co.	559	222	.....	40
Shippers	726	219	3,603	3,943
Others	1,850	1,018	179	525
Total	5,237	2,143	10,522	8,562

RECAPITULATION.

Recapitulation of packers' purchases by markets for week ended September 14, 1935:

CATTLE.

	Week ended Sept. 14.	Previous week.	Cor.
Chicago	51,132	39,797	81,539
Kansas City	27,131	24,301	70,144
Omaha	18,656	18,596	25,569
East St. Louis	34,082	20,418	51,771
St. Joseph	7,112	8,105	25,644
Southern City	10,766	10,727	23,460
Oklahoma City	5,427	4,147	12,191
Wichita	2,411	1,058	2,575
Denver	3,423	3,722	8,546
St. Paul	14,167	12,687	23,965
Milwaukee	4,683	3,768	7,801
Indianapolis	7,486	5,939	23,766
Cincinnati	5,237	4,357	5,608
Ft. Worth	10,209	.....	.....
Total	201,982	167,472	362,579

HOGS.

	Week ended Sept. 14.	Previous week.	Cor.
Chicago	28,409	23,295	46,620
Kansas City	8,358	9,335	19,496
Omaha	16,938	18,532	31,450
East St. Louis	26,326	28,098	45,517
St. Joseph	9,003	8,382	22,465
Southern City	9,606	10,441	19,079
Oklahoma City	4,380	4,358	6,405
Wichita	2,603	2,532	4,978
Denver	4,581	4,959	4,374
St. Paul	8,400	8,180	24,126
Milwaukee	6,365	4,993	6,660
Indianapolis	22,282	20,365	30,146
Cincinnati	10,522	11,019	12,812
Ft. Worth	5,378	.....	.....
Total	163,151	154,169	274,128

SHEEP.

	Week ended Sept. 14.	Previous week.	Cor.
Chicago	40,881	36,627	58,025
Kansas City	12,981	11,771	14,462
Omaha	14,787	21,802	20,343
East St. Louis	17,662	15,091	11,843
St. Joseph	10,792	14,176	17,115

Sioux City	9,188	11,724	11,171
Oklahoma City	1,735	873	606
Wichita	1,195	950	618
Denver	6,227	96,975	77,062
St. Paul	33,404	30,493	28,861
Milwaukee	4,643	3,830	2,765
Indianapolis	13,460	7,640	760
Cincinnati	8,562	6,734	6,963
Ft. Worth	2,518	.....	.....
Total	178,035	258,066	230,473

CHICAGO LIVESTOCK

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods:

RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Sept. 9	22,187	2,500	9,249	14,552
Tues., Sept. 10	10,091	1,844	8,910	15,759
Wed., Sept. 11	11,681	1,483	8,618	14,833
Thurs., Sept. 12	6,765	1,706	9,407	14,940
Fri., Sept. 13	3,365	582	5,736	6,870
Sat., Sept. 14	1,000	200	2,500	3,000
Total this week	55,069	8,315	44,540	70,000
Previous week	41,650	7,914	39,473	47,310
*Year ago	78,784	25,739	95,902	72,185
†Two years ago	48,366	8,304	250,847	96,840

*Receipts for year ago include 15,707 cattle and 16,216 calves bought by government.

†Including 154,553 pigs and sows to the government.

SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Sept. 9	3,583	109	1,827	2,876
Tues., Sept. 10	5,612	227	1,569	1,097
Wed., Sept. 11	3,557	205	993	743
Thurs., Sept. 12	2,124	120	1,319	686
Fri., Sept. 13	1,222	24	2,004	961
Sat., Sept. 14	100	.....	.....	100
Total this week	16,108	685	7,912	9,070
Previous week	12,149	1,214	6,838	10,336
*Year ago	19,051	493	3,856	10,306
Two years ago	17,217	426	13,429	17,064

*Including government owned cattle and calves.

Total receipts for month and year to Sept. 13:

	September-1935.	1934.*	1935.	1934.*
Cattle	96,739	153,199	1,295,766	1,890,936
Calves	16,229	45,063	333,633	545,068
Hogs	84,013	191,966	2,472,510	4,485,707
Sheep	117,319	142,977	1,655,388	1,829,066

*Including government owned livestock.

WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
Week ended Sept. 14	\$10.65	\$11.05	\$ 3.25	\$ 0.70
Previous week	10.70	10.90	3.00	0.60
1934	10.70	8.15	6.07	2.00
1933	5.70	4.10	2.30	6.90
1932	8.20	4.15	1.90	5.65
1931	7.80	5.35	1.85	6.05
1930	11.00	10.25	3.85	8.40
Av. 1930-1934	\$ 8.15	\$ 6.10	\$ 2.30	\$ 6.05

SUPPLIES FOR CHICAGO PACKERS.

LIVESTOCK PRICES COMPARED

Livestock prices at Chicago during August, 1935, with comparisons:

	Aug., 1935.	July, 1935.	Aug., 1934.
SLAUGHTER CATTLE AND VEALERS.			
Steers—			
550-900 lbs.,			
Choice	\$11.24	\$10.58	\$ 7.54
Good	10.44	9.73	6.79
Medium	8.39	8.22	5.13
Common	6.35	6.18	3.46
900-1100 lbs.,			
Choice	11.98	11.13	8.63
Good	10.64	9.91	7.31
Medium	8.63	8.28	5.47
Common	6.62	6.62	3.85
1100-1300 lbs.,			
Choice	12.14	11.46	9.18
Good	10.78	10.17	7.69
Medium	8.84	8.91	6.11
1300-1500 lbs.,			
Choice	12.16	11.69	9.51
Good	10.90	10.56	8.13
Heifers—			
550-750 lbs.,			
Choice	11.17	10.38	6.76
Good	10.03	9.26	5.69
Com.&med.	7.21	6.49	3.87
750-900 lbs.,			
Com.&med.	7.22	6.57	4.06
Cows—			
Good	6.44	6.64	4.15
Common & medium	5.21	5.27	2.91
Low cutter & cutter	3.77	3.79	1.94
Bulls (yearlings excluded)—			
Good (beef)	6.42	6.56	3.35
Cutter, com. & med.	5.24	5.36	2.78
Vealers—			
Good & choice	9.48	8.00	6.25
Medium	8.06	6.81	4.51
Cull & common	6.05	5.35	3.11
Calves, 250-500 lbs.—			
Good & choice	8.59	8.25	5.34
Common & medium	5.45	5.25	3.18
HOGS,¹			
Light light, 140-160 lbs.—			
Good and choice	10.96	9.81	5.40
Medium	10.51	9.87	....
Light weight, 160-180 lbs.—			
Good and choice	11.34	10.13	5.90
Medium	10.93	9.70	....
Light weight, 180-200 lbs.—			
Good and choice	11.59	10.25	6.11
Medium	11.22	9.90	....
Medium weight—			
200-250 lbs., good & ch.	11.72	10.32	6.24
250-350 lbs., good & ch.	11.66	10.20	6.28
Heavy weight—			
250-280 lbs., good & ch.	11.48	9.87	6.27
290-350 lbs., good & ch.	11.14	9.46	6.18
Packing sows—			
275-350 lbs., good	10.22	8.87	5.40
350-425 lbs., good	10.06	8.74	5.38
425-550 lbs., good	9.90	8.62	5.25
275-550 lbs., medium	9.68	8.35	4.86
Slaughter pigs, 100-140 lbs.—			
Good and choice	10.22	9.22	4.42
Medium	9.52	8.56	....

(¹) Excluding processing tax.

LAMBS AND SHEEP.

Lambs—			
90 lbs. down, good & ch.	8.68	7.96	6.79
Com. & med.	7.24	6.41	5.52
90-98 lbs., good & ch.	....	....	....
98-110 lbs., good & ch.	....	....	....
Yearling wethers—			
90-110 lbs., good & ch.	6.76	6.21	5.50
Medium	5.98	5.48	4.99
Ewes—			
90-120 lbs., good & ch.	3.34	3.04	2.63
120-150 lbs., good & ch.	3.06	2.79	2.35
All wts., com. & med.	2.35	2.05	1.92

LIVESTOCK AT 62 MARKETS

Receipts and disposition of livestock at 62 leading markets in Aug., 1935:

	Receipts.	Local slaughter.	Total ship-ments.
CATTLE.			
Total	1,369,347	744,805	505,612
Aug. avg. 5 years.	1,551,809	804,344	729,850
CALVES.			
Total	574,001	391,036	196,203
Aug. avg. 5 years.	643,590	428,677	211,653
HOGS.			
Total	1,278,383	873,849	401,218
Aug. avg. 5 years.	2,903,419	1,784,766	884,283
SHEEP.			
Total	2,577,006	1,144,250	1,433,713
Aug. avg. 5 years.	2,837,895	1,316,770	1,501,104

PACKERS BUY CHAMPIONS

Among packers buying extensively of the prize cattle and hogs exhibited at the Iowa State Fair recently was John Morrell & Company, which purchased the grand champion steer, reserve champion and prize-winning Shorthorn, in addition to 135 other baby beeves and 16 hogs, out of a total of 415 steers and 95 hogs sold. A price of 35c per lb. was paid for the grand champion steer, 28c for the reserve champion, and 20½c for the prize Shorthorn. Prices of other baby beeves bought ranged from 11½ to 15c per lb., with weights ranging from 850 to 1250 lbs. Morrell also bought the

MEAT SUPPLIES AT EASTERN MARKETS

(Reported by the U. S. Bureau of Agricultural Economics.)

WESTERN DRESSED MEATS.

	NEW YORK.	PHILA.	BOSTON.
STEERS, carcass			
Week ending Sept. 14, 1935.	9,512	2,473	2,290
Week previous	7,645	2,046	2,104
Same week year ago.	9,025	2,300	2,433
COWS, carcass			
Week ending Sept. 14, 1935.	2,068	1,590	2,161
Week previous	2,013	1,110	1,891
Same week year ago.	1,386	1,670	2,163
BULLS, carcass			
Week ending Sept. 14, 1935.	267½	424	13
Week previous	230	467	2
Same week year ago.	285	727	22
VEAL, carcass			
Week ending Sept. 14, 1935.	11,748	1,787	592
Week previous	12,491	1,530	618
Same week year ago.	11,211	1,522	470
LAMB, carcass			
Week ending Sept. 14, 1935.	38,185	10,215	19,216
Week previous	39,707	12,170	17,082
Same week year ago.	30,176	13,054	17,287
MUTTON, carcass			
Week ending Sept. 14, 1935.	2,301	419	440
Week previous	2,267	643	427
Same week year ago.	1,611	813	538
PORK CUTS, lbs.			
Week ending Sept. 14, 1935.	1,309,411	288,049	149,744
Week previous	1,050,463	306,131	245,047
Same week year ago.	1,625,621	440,908	200,388
BEEF CUTS, lbs.			
Week ending Sept. 14, 1935.	428,691	....	....
Week previous	313,824	....	....
Same week year ago.	622,054	....	....
LOCAL SLAUGHTERS.			
Week ending Sept. 14, 1935.	9,847	2,335	....
Week previous	8,083	2,093	....
Same week year ago.	10,543	3,296	....
CALVES, head			
Week ending Sept. 14, 1935.	18,746	3,008	....
Week previous	16,453	2,683	....
Same week year ago.	13,153	3,358	....
HOGS, head			
Week ending Sept. 14, 1935.	31,015	8,697	....
Week previous	24,894	7,985	....
Same week year ago.	33,660	10,423	....
SHEEP, head			
Week ending Sept. 14, 1935.	80,485	7,693	....
Week previous	63,133	6,346	....
Same week year ago.	64,346	7,685	....

HOGS—SHEEP—CALVES—CATTLE H. L. SPARKS & CO.

National Stock Yards, Ill.—Phone East 6261
Mississippi Valley Stock Yds., St. Louis, Mo.
• Phone Colfax 6900 or L. D. 299 •
Springfield, Mo.—Phone 3339

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prize-winning Chester White barrow, paying 21c per lb.

Quality hog supplies available to St. Louis packers were augmented by sales of hogs exhibited by vocational boys and girls at recent show at National Stock Yards, Ill.—reputed to be the largest vocational exhibit ever held—and by these young people in southern Missouri who sold their hogs at the Springfield, Mo., show.

Harry Sparks, of H. L. Sparks & Company, well-known order buyers, bought the grand champion barrow and 120 other prize hogs for the American Packing Co. at St. Louis, paying 35c per lb. for the champion barrow, and prices well above the current market for other show hogs. A week earlier Mr. Sparks bought not only the grand champion but all of the prize hogs exhibited at Springfield and shipped them to the American Packing Co. at St. Louis.

Other buyers of show hogs at the St. Louis vocational show included Belz Provision Company, Hunter Packing Co., Independent Packing Co., Laclede Packing Co., Sieloff Packing Co., and Armour and Swift. An outstanding exhibit at this show was a litter of 14 pigs, six months of age, which weighed more than 3,500 lbs.

RECEIPTS AT CHIEF CENTERS

Week ended Sept. 14, 1935:

	Cattle.	Hogs.	Sheep.
Week ended Sept. 14.....	292,000	194,000	373,000
Previous week	239,000	187,000	310,000
*1934	559,000	366,000	453,000
*1933	226,000	1,058,000	429,000
1932	246,000	417,000	465,000
1931	237,000	421,000	635,000

At 11 markets:

	Hogs.
Week ended Sept. 14.....	154,000
Previous week	148,000
1934	315,000
*1933	1,243,000
1932	355,000
1931	387,000

At 7 markets:

	Cattle.	Hogs.	Sheep.
Week ended Sept. 14.....	221,000	226,000	243,000
Previous week	194,000	122,000	209,000
*1934	423,000	267,000	293,000
*1933	189,000	826,000	302,000
1932	191,000	297,000	311,000
1931	192,000	326,000	449,000

*Including government owned cattle.

†Including government owned pigs and sows.

SLAUGHTER REPORTS

Special reports to The National Provisioner show the number of livestock slaughtered at 16 centers for the week ended September 14, 1935.

CATTLE.

	Week ended Sept. 14.	Prev. week.	Cor. week, 1934.
Chicago	36,715	29,417	65,097
Kansas City	35,635	21,357	94,461
Omaha	20,623	19,050	41,748
East St. Louis	30,230	23,714	20,722
St. Joseph	8,114	8,537	23,183
Sioux City	8,118	8,406	20,621
Wichita	3,491	2,974	3,517
Fort Worth	10,209	2,974	3,517
Philadelphia	2,435	2,093	3,296
Indianapolis	2,408	1,794	2,192
New York & Jersey City	9,547	8,035	10,543
Oklahoma City	8,264	6,593	15,999
Cincinnati	5,658	5,206	10,005
Denver	4,451	3,652	12,565
St. Paul	12,096	11,597	24,238
Milwaukee	4,353	3,239	6,701
Total	202,547	194,350	363,958

HOGS.

	Week ended Sept. 14.	Prev. week.	Cor. week, 1934.
Chicago	36,082	31,647	101,461
Kansas City	17,467	16,386	47,643
Omaha	11,223	12,586	20,590
East St. Louis	16,939	18,427	31,922
St. Joseph	7,760	7,653	20,919
Sioux City	6,482	7,623	17,040
Wichita	2,760	2,974	6,433
Fort Worth	5,378	3,757	....
Philadelphia	8,097	7,065	10,423
Indianapolis	6,176	6,062	16,686
New York & Jersey City	31,015	24,864	33,669
Oklahoma City	4,695	4,874	6,808
Cincinnati	6,411	6,371	5,311
Denver	3,430	3,408	4,891
St. Paul	7,322	7,288	20,821
Milwaukee	5,878	4,968	6,676
Total	170,835	166,873	357,394

SHEEP.

	Week ended Sept. 14.	Prev. week.	Cor. week, 1934.
Chicago	61,274	37,597	62,395
Kansas City	12,981	11,171	14,462
Omaha	28,124	28,171	28,843
East St. Louis	15,772	10,730	7,846
St. Joseph	10,228	12,763	16,390
Sioux City	8,756	9,913	14,092
Wichita	1,195	950	618
Fort Worth	2,518	2,172	....
Philadelphia	7,093	6,346	7,685
Indianapolis	5,214	3,043	4,423
New York & Jersey City	80,185	63,153	64,346
Oklahoma City	1,736	873	....
Cincinnati	5,404	3,287	1,736
Denver	6,227	4,792	3,257
St. Paul	25,583	21,068	24,910
Milwaukee	4,241	3,671	1,205
Total	277,430	220,480	252,823

PACIFIC COAST LIVESTOCK

Receipts five days ended Sept. 14, 1935:

	Cattle.	Calves.	Hogs.	Sheep.
Los Angeles	6,251	2,469	1,028	759
San Francisco	1,725	20	1,900	500
Portland	2,685	275	2,500	6,150

DIRECTS—Los Angeles: Cattle, 80 cars; hogs, 38 cars; sheep, 81 cars. San Francisco: Cattle, 375 head; calves, 30 head; hogs, 600 head; sheep, 4,900 head.

N. Y. HIDE FUTURES PRICES

Saturday, Sept. 14, 1935—Close: Sept. 10.80@10.87; Dec. 11.09@11.15; Mar. 11.42@11.46; June 11.75@11.80; Sept. (1936) 12.05n; sales 21 lots. Closing 8@14 higher.

Monday, Sept. 16, 1935—Close: Sept. 10.86b; Dec. 11.15@11.20; Mar. 11.46@11.50; June 11.75b; Sept. (1936) 12.05n; sales 28 lots. Closing unchanged to 6 higher.

Tuesday, Sept. 17, 1934—Close: Sept. 10.98b; Dec. 11.27@11.28 sales; Mar. 11.49 sale; June 11.90b; Sept. (1936) 12.20n; sales 64 lots. Closing 3@15 higher.

Wednesday, Sept. 18, 1935—Close: Sept. 10.83n; Dec. 11.10 sale; Mar. 11.40@11.43; June 11.75 sale; Sept. (1936) 12.05n; sales 51 lots. Closing 9@17 lower.

Thursday, Sept. 19, 1935—Close: Sept. 10.90n; Dec. 11.20@11.22; Mar. 11.52n; June 11.83b; Sept. (1936) 12.13n; sales 42 lots. Closing 7@12 higher.

Friday, Sept. 20, 1935—Close: Sept. 10.87n; Dec. 11.15 sale; Mar. 11.45 sale; June 11.75b; Sept. (1936) 12.02n; sales 73 lots. Closing 3@11 lower.

CHICAGO HIDE QUOTATIONS

Quotations on hides at Chicago for the week ended Sept. 20, 1935, with comparisons, are reported as follows:

PACKER HIDES.

	Week ended Sept. 20.	Prev. week.	Cor. week, 1934.
Spr. nat.	@15 1/4n	@14 1/4n	@11 1/4
Hvy. nat. str.	@14 1/4n	@14 1/4n	@10 1/4
Hvy. Tex. str.	@13 1/4	@13 1/4	@9
Hvy. butt brand str.	@13 1/4	@13 1/4ax	@9
Hvy. Col. str.	@13	@13ax	@8 1/2
Ex-light Tex. str.	@10 1/4	@10 1/4	@7a
Brnd'd cows.	@10 1/4b	@10 1/4b	@7
Hvy. nat. cows	@12 1/4b	@12 1/4b	@7 1/2
Li. nat. cows	@11b	@11	@7 1/2
Nat. bulls	@10 1/2	@10 1/2	@6
Brnd'd bulls.	@9 1/2	@9 1/2	@5
Calveskins	@17 1/2	@17 1/2	@12 1/2
Kips, nat.	@15 1/4	@15 1/4	@10
Kips, ov-wt.	@13 1/4	@13 1/4	@9
Kips, brnd'd.	@12 1/4	@12 1/4	@7 1/2
Stunks, reg.	@85	@85	@57 1/2
Stunks, hris.	@40	@35	@40

Light native, butt branded and Colorado steers 1c per lb. less than heavies.

CITY AND CHICAGO SMALL PACKERS.

Nat. all-wts.	@10 1/4n	@10 1/4n	7	@7 1/4n
Branded	@10n	@10n	6 1/2	@6 1/4n
Nat. bulls ..	@ 9n	@ 9n	5 1/2	@ 5n
Brnd'd bulls.	@ 8n	@ 8n		@ 5n
Calveskins ...15	@17	@17	8 1/2	@10
Kips	@14	@14		@ 9n
Stunks, reg..70	@75n	@75n	35	@45n
Stunks, hris.25	@35n	@35n	20	@30n

COUNTRY HIDES.

Hvy. steers..	8	@ 8 1/4	7 1/4	@ 8 1/4	@ 4 1/2a
Hvy. cows ..	8	@ 8 1/4	7 1/4	@ 8 1/4	@ 4 1/2a
Butts	8 1/2	@ 9	8 1/2	@ 9	@ 5 1/4a
Extremes ..	9 1/2	@ 9 1/2	9 1/2	@ 9 1/2	@ 6 1/4a
Bulls	6	@ 6 1/2	6	@ 6 1/2	@ 3 1/4
Calveskins ..	12	@ 12 1/2	11 1/2	@ 12	@ 8 1/2
Kips	10	@ 10 1/2	9 1/2	@ 10	@ 6 1/2
Light calf ..	65	@ 75n	60	@ 70n	25 @ 35n
Deacons	65	@ 75n	60	@ 70n	25 @ 35n
Stunks, reg. ..	45	@ 55n	45	@ 55n	@ 15n
Stunks, hris. 10	@ 15n	10	@ 15n	10	@ 5n
Horsehides ..	3.25	@ 3.85	3.25	@ 3.75	2.10 @ 2.75

SHEEPSKINS.

Pkr. lambs..	1.25@1.40	1.30@1.45	68	@75
Sml. pkr.				
lamb.	90 @1.10	90 @1.20	40	@50
Pkr. shearings.	57 1/2 @75n	60 @75n		@55
Dry pelts ..	15 @15 1/4	@15	8 1/2	@9 1/4

Watch "Wanted Page" for bargains.

The National Provisioner

LIVESTOCK AND DRESSED MEAT PRICES COMPARED

Prices of steers, lambs and hogs, Chicago, compared with wholesale and retail fresh meat prices, New York, during August, 1935:

	Average prices live animals ¹ per 100 lbs. Chicago.			Average wholesale prices of carcasses ² per 100 lbs. New York.			Composite retail price in cents per lb. New York.		
	Aug., 1935.	July, 1935.	Aug., 1934.	Aug., 1935.	July, 1935.	Aug., 1934.	Aug., 1935.	July, 1935.	Aug., 1934.
Steers—									
Choice	\$12.14	\$11.46	\$ 9.18	\$18.88	\$17.48	\$14.31	\$35.19	\$34.21	\$28.79
Good	10.64	9.91	7.31	17.14	15.76	13.05	31.80	30.34	24.55
Medium	8.03	8.28	5.47	13.59	12.71	10.16	24.60	25.21	19.48
Lambs—									
Choice	8.93	8.34	7.07	17.30	16.28	16.20	27.49	27.17	26.18
Good	8.42	7.57	6.58	16.30	15.29	15.26	23.68	23.61	22.38
Medium	7.76	6.86	6.04	15.24	14.03	13.85	21.16	20.15	19.41
Hogs—									
Good	11.72	10.32	6.24	25.77	22.69	16.62	30.91	28.16	20.14

¹Average of daily quotations on choice steers 1100-1300-lb., good and medium steers 900-1100-lb., lambs 90-lb. down; hogs 200-220-lb., excluding processing tax.

²Average of daily quotations on beef carcasses 600-700-lb.; lamb carcasses 38-lb. down; hog products consisting of smoked hams, bacon, picnic, and fresh loins and lard combined in proportion to their respective yields from live weight.



Hides and Skins

Weekly Market Review

Chicago

PACKER HIDES—There was a very active trade this week in packer hides, with total movement of about 190,000 hides, running mostly Aug.-Sept. take-off but with a few Julys included. Light native cows and branded cows moved first at steady prices, with native steers following at a half-cent advance. This assisted packers in obtaining the half-cent advance on branded steers which they have been asking for the past two weeks.

Activity in outside markets also features the trade. New York packers sold their Sept. production of steers, obtaining another half-cent advance on the native steers. About 40,000 Pacific Coast Aug. hides also moved.

Total of 8,300 Aug.-Sept. native steers moved at 14½¢, the half-cent advance. One lot of 2,000 Aug.-Sept. extreme light native steers brought 11½¢, steady, and Association sold a car Aug.-Sept. same basis.

Total of 20,000 Aug.-Sept. butt branded steers moved at 13½¢, and three packers sold 15,000 Aug.-Sept. Colorados at 13¢; packers have been declining ½¢ less for two weeks. Association sold a car same basis. Another packer booked around 20,000 Colorados to tanning account. Three packers sold 10,000 heavy Texas steers at 13½¢ for Aug.-Sept.; this had been paid for a small lot earlier. Two packers sold 8,000 light Texas steers at 12¢, the differential widening to a cent under Colorados but price ¼¢ over last sale. Extreme light Texas steers moved with branded cows at 10½¢, steady.

Offerings of heavy native cows scarce and held at 13¢, with 12½¢ last paid and bid. Total of 47,500 Aug.-Sept. and July forward light native cows sold at 11¢, and Association sold 3,000 Sept. at 11¢. Total of 33,000 branded cows, same datings, moved at 10½¢; Association sold 1,000 Sept. also at 10½¢.

Bids of 9½¢ being declined for native bulls, asking 10¢.

SMALL PACKER HIDES—Chicago small packer all-weights are strictly a nominal market and quotable around 10½¢ for native steers and cows and 10¢ for brands. Outside small packer lots usually quoted around 10¢, selected, for good natives, branded ½¢ less, with some recent trading at 10¢, Chicago freight.

PACIFIC COAST—Late this week, total of 40,000 Aug. hides sold on the Pacific Coast at 11½¢ for steers and 9¢ for cows, flat, f.o.b. shipping points.

FOREIGN WET SALTED HIDES—Trade light in South American market at steady prices, so far as standard

steers are concerned, due to more than usual number of hides going recently as rejects. One lot of 4,000 Wilson steers was reported mid-week at 71 pesos, equal to 11½¢@11¼¢, c.i.f. New York, steady with last sale of previous week. Rejects moving around 1½¢ under this figure.

COUNTRY HIDES—Country hides firm but the higher prices usually asked have restricted business to some extent. Trimmed extremes sold ¼¢ higher, narrowing the differential between extremes and packer light cows to 1¼¢, as against the spread of 2¢ prevailing for some time. All-weights quoted 8½¢@8¼¢, with top reported paid for trimmed hides. Heavy steers and cows range 8@8½¢ but difficult to get offerings. Top paid so far for buff weights appears to be 8¼¢ but hard to find offerings under 9¢. Extremes sold at 9¼¢ for trimmed hides, although some quote 9½¢@9¼¢. Bulls last sold at 6¢ but 6½¢ asked. All-weight branded around 7¼¢@7½¢, flat, less Chicago freight.

CALFSKINS—The heavy movement previous week left packer Aug. calfskins well cleaned up. Most Aug. calf sold at 21½¢ for northern heavies 9½/15-lb., 20½¢ for Missouri River point heavies, and last sales of lights under 9½-lb. were couple cars at 17½¢, with 17¢ paid earlier. One car St. Paul heavies was reported earlier at 22¼¢ for export.

Chicago city calfskins sold again at 17¢, steady price, for a car 10/12-lb. this week; early bids of 15¢, last trading price, for 8/10-lb. but not evident late this week. Outside cities, 8/15-lb., quoted 15½¢@16¢; mixed cities and countries 14@14½¢, nom.; straight countries talked around 12¢, to possible 12½¢ for choice skins. One lot of 6,000 Chicago city light calf and deacons sold at \$1.12½, or 2½¢ up.

KIPSKINS—Packer Aug. kipskins were also fairly well cleaned up previous week, at 15¼¢ for northern natives and 13¼¢ for northern over-weights, southern a cent less, and branded 12½¢. One packer sold 1,200 Aug. branded kips this week at 12½¢, steady. Only a few hundred over-weights still unsold.

Chicago city kipskins firm at 14¢, paid for 1,500, a steady price; about 600 over-weights also sold at 12½¢. Outside cities quoted around 13¼¢@14¢; mixed cities and countries around 12¢, nom.; straight countries 10@10½¢ asked.

Packer Aug. regular slunks last sold at 85¢.

HORSEHIDES—Market firm at \$3.75 @3.85, selected, for good city renderers,

with full manes and tails; mixed city and country lots range \$3.25@3.40.

SHEEPSKINS—Dry pelts quoted 15 @15½¢ for full wools, with last sales at 15¢ and short wools at 10¢. Shearings production practically nil at present and not enough business to establish market; last sale was reported at 57½¢ for No. 1's, 42½¢ for No. 2's, with clips last sold at 20¢; higher prices probably obtainable for straight No. 1's, if available. Pickled skins firm, with \$4.75 per doz. last paid here for Aug. skins and Sept. skins firmly held at \$5.00; sales of Sept. skins reported at New York at better than \$5.00 per doz. Packer lamb pelts quoted \$1.60@1.65 per cwt. live lamb, or \$1.25@1.40 each. Outside small packer lambs range from 85¢ for very light stock up to \$1.35@1.50 per cwt. for better skins, or 95¢@ \$1.10 each.

New York

PACKER HIDES—Early this week, one New York packer sold two cars Sept. native steers at 15¢, or ½¢ advance; also a car Sept. butt brands at 13½¢, and two cars Sept. Colorados at 13¢, steady prices for the branded hides. Another packer sold a car of each description same basis. On later trading, other packers are reported to have sold most of their Sept. steers at these prices and market about cleaned up to October 1. One lot of 600 light cows sold at 10½¢, and 600 heavy cows at 12¢. One packer sold a car, and another packer two cars summer bulls at 9½¢.

CALFSKINS—Situation in calfskin market clearing up to some extent. About 12,000 collectors' calf moved, 5-7's at \$1.30, 7-9's at \$1.85, and 9-12's at \$2.65. Packers talking 10¢ over these prices, generally.

CHICAGO HIDE MOVEMENT

Receipts of hides at Chicago for the week ended September 14, 1935, were 4,819,000 lbs.; previous week, 4,813,000 lbs.; same week last year, 4,901,000 lbs.; from January 1 to September 14 this year, 177,470,000 lbs.; same period a year ago, 163,229,000 lbs.

Shipments of hides from Chicago for the week ended September 14, 1935, were 4,991,000 lbs.; previous week, 4,035,000 lbs.; same week last year, 5,911,000 lbs.; from January 1 to September 14 this year, 213,555,000 lbs.; same period a year ago, 198,383,000 lbs.

WEEKLY HIDE IMPORTS

Imports of cattle hides at leading U. S. ports for week ended Sept. 7:

Week ending	New York.	Boston.	Phila.
Sept. 7, 1935.....	16,679	.....	.....
Aug. 31, 1935.....	115,745	.....	.....
Aug. 24, 1935.....	12,544	.....	.....
Aug. 17, 1935.....	57,332	.....	.....
Total 1935.....	1,188,647	29,478	16,281
Sept. 8, 1934.....	7,298	.....	.....
Sept. 1, 1934.....	2,942	.....	.....
Same total '34....	642,363	38,257	40,238
Total so far: 1935—1,234,406.* 1934—720,858.			

*Does not include 189,399 imports at Norfolk.

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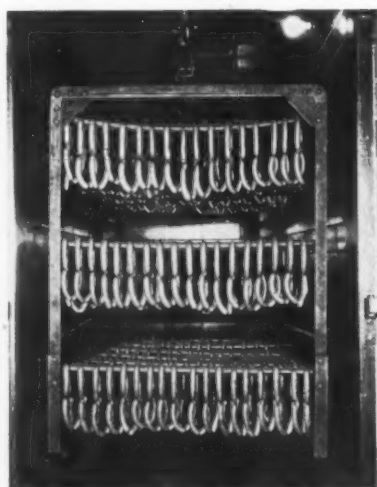
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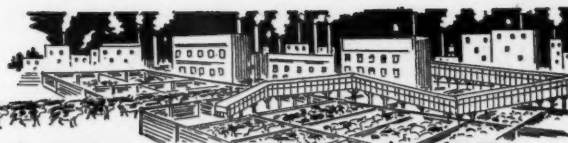
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Up and down the



MEAT TRAIL



MEAT PACKING 25 YEARS AGO

(From The National Provisioner, Sept. 24, 1910.)

Preparations were under way for the 5th annual packers' convention at Chicago, with a program including talks on "Beef Fats" by W. B. Allbright, "Packinghouse Refrigeration" by D. I. Davis, "Tankwater" by Edward Zarembo, "Power Plant Economy" by James D. Cunningham, animal diseases by Dr. E. C. Schroeder of the B. A. I. and the tariff by H. E. Miles. Entertainment was in charge of Dave Colbert and the banquet (a "Southern Dinner") was being planned by a committee with Harry Boore as chairman.

Morris & Co. opened their new 3 million dollar plant at Oklahoma City. South Atlantic Packing Co. was building a plant at Savannah, Ga. Georgia Packing Co. was planning a plant at Macon, Ga. E. H. Stanton Packing Company's new plant at Spokane, Wash., was opened.

Swift & Company were building a new branch house at 31st and Market sts., Philadelphia, and another at Fort Wayne, Ind. Armour and Company completed their new branch house at Birmingham, Ala. Cudahy Packing Co. opened a new branch on Brook ave., New York City.

Shortage of hogs was reported from Oklahoma, only about one-third as many being shipped as in previous years, due to shortage of feed and liquidation of brood sows the previous year.

Packers' hog purchases at Chicago for the week ending September 17 totalled 59,900 head. For the year to date purchases were half a million head less than the year before. Hogs reached a \$10.10 top at Chicago, in the face of a weak provision market.

CHICAGO NEWS OF TODAY

Purchases of livestock at Chicago by principal packers for the first four days of this week totaled 25,447 cattle, 5,091 calves, 17,329 hogs and 28,069 sheep.

Provision shipments from Chicago for the week ended Sept. 14, 1935:

	Week Sept. 14.	Previous week.	Same week, '34.
Cured meats, lbs.	15,446,000	12,774,000	24,925,000
Fresh meats, lbs.	43,093,000	37,011,000	46,865,000
Lard, lbs.	2,756,000	1,887,000	10,694,000

Walter Frank, Milwaukee quality sausage specialist, was a visitor to Chicago this week.

Chicago packer visitors this week included Theodore Weil, president, Weil Packing Co., Evansville, Ind., and Robert I. Johnson, vice president, Oscar Mayer & Co., Madison, Wis.

James Rose, manager New England Dressed Meat & Wool Co., Somerville, Mass., was greeting his host of friends in Chicago this week.

C. Nichols, packing industry consultant for the American Soya Products Corp., Evansville, Ind., was in Chicago this week passing along good sausage ideas to his friends in the trade.

George H. Swift, vice president, Swift & Company, Boston, Mass., was a Chicago visitor this week.

Leonard Tibbles, fresh meat department, Agar Packing & Provision Co., is in St. Mary's hospital, Streator, Ill., as the result of a serious accident.

A. F. Ceinix, hog buying representative for Cudahy Bros. Co. at Tama, Ia., visited Chicago this week.

R. C. Pollock, general manager, National Live Stock and Meat Board, was in St. Louis this week.

Charles A. Hughes, president of Hughes-Curry Packing Co., Anderson, Ind., visited in Chicago this week.

Louis F. Swift spent the week in Chicago on his return from a trip to Europe, and before leaving for his winter home at Santa Barbara, Calif.

Edward F. Chapin, a member of the Chicago Board of Trade for 52 years at the time of his retirement, passed away on September 17 at the age of 89 years. He paid \$450 for his board membership in 1876, and sold it for \$22,000 when he retired in 1928. He was the third generation of his family as a provision trader.

Thomas H. Smith, who went to work for G. H. Hammond Co. in 1884 and Swift & Company in 1901, died at his home in Chicago last week. For many years before his retirement he was in charge of the Swift reception desk, and met as many notable visitors—including the Prince of Wales—as any one man in the industry.

The Sweagles, a group of young men at Wilson & Company organized to study the packing industry, named for two company executives, Dr. R. F. Eagle and Dr. A. A. Swaim who first sponsored it, held their first annual golf tournament at Chicago Meadows Golf Course on September 10. Following the first nine holes refreshments



ROOSEVELTS GIVE A FRANKFURT FEAST.

President Roosevelt recently entertained his press visitors at the summer home at Hyde Park, N. Y., at a picnic party at which the President himself served the frankfurts (quality only) which were the main luncheon item. Mrs. Roosevelt and son Franklin, jr., are shown assisting in the preparation of the succulent "red hots."

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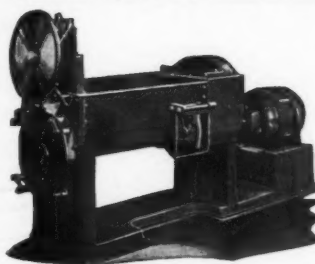
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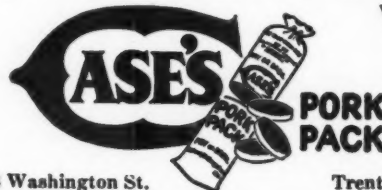
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were served on the tenth tee and a chicken dinner awaited the players at the end of the course. First and second prizes were won by V. C. Conybear and Clark Alford. The most important question before the Sweagles at present is, "When's the next tournament?"

L. L. (Len) Arnold, an employee of Swift & Company for 44 years, died recently at the age of 60. He had been in charge of by-product departments at the Kansas City and Chicago plants, and later of produce plants exclusively. He retired in 1932.

Following the appointment of John E. Wilson as general superintendent of plants for Swift & Company, the directors have announced the appointment of C. S. Churchill, H. H. McKee and R. C. Sims as assistant general superintendents. All three are known as operating experts. Mr. Churchill having started with Swift in 1897, Mr. McKee in 1900 and Mr. Sims in 1909.

In the final playoff this week in the Packers' Softball League Miller & Hart, league leader in the first half of the season, but sixth place holder in the second half, upset calculations and beat the Armour team, two games out of three. By its victories in the playoff the Miller & Hart team established itself as the 1935 league champion. Scores in the three playoff games were Miller & Hart 15, Armour 6; Armour 12, Miller & Hart 6; Miller & Hart 8, Armour 6.

NEW YORK NEWS NOTES

Among visitors to New York last week were president R. H. Cabell; W. W. Shoemaker, vice president and director of sales; R. C. Coughenour, dry sausage department, and W. G. Winkler, selected meats department, Armour and Company, Chicago. Other visitors were Allen McKenzie, chief engineer; N. Armour, engineering department; A. K. Gemick, legal department, and R. J. Cowden, poultry department, Wilson & Co., Chicago.

A. C. Krauel, casing department, Wilson & Co., New York, has just returned to the East following a week spent at the Chicago office. J. Knauber, stock department, Wilson & Co., New York, is recuperating at the Westchester Square hospital, having recently undergone an appendix operation.

The Employees Social club of the New York Butchers' Dressed Meat Co., will hold a dance at Mecca Temple, New York, on October 12.

B. Meier & Son, Inc., food product manufacturers' agents and Eastern representatives of the Illinois Meat Co., Chicago, have removed their offices and warehouse to larger quarters in the Bronx terminal market, Cromwell ave. and 151st st., New York. The newer product of the Illinois Meat Co.—Broadcast spaghetti meat—is now being introduced by Edwin Meier in the East.



JANUARY WEATHER IN JULY.

When it's 95 in the shade out of doors, a job in the freezer building is not so bad. In this Hormel bacon freezer the temperature is 10 below zero, but the boys with ear-muffs, taking off frozen bellies for defrosting, don't seem to mind it. Left to right: Alvin Anderson, Ernest Otto, Abe Lowen, Pat Herschell Schmidt, Ben Arett and Tom Hunter.

The Nassau County Fair at Mineola, Long Island, last week attracted a large attendance, many of whom enjoyed the dog act featuring "Major" and his pals, sponsored by Wilson & Co.

Meat, poultry and fish seized and destroyed by the health department of the city of New York during the week ended September 14, 1935, were as follows: Meat—Brooklyn, 25 lbs.; Manhattan, 506 lbs.; Queens, 18 lbs.; Richmond, 24 lbs.; total, 573 lbs. Poultry—Queens, 4 lbs. Fish—Manhattan, 83 lbs.

COUNTRYWIDE NEWS NOTES

New plans for a city-county abattoir at Memphis, Tenn., have been drawn up, the project to be financed from PWA funds. The plant will cost \$181,000 and will qualify for B. A. I. inspection. It is expected that it will handle about 30,000 head a year.

Damage estimated in excess of \$2,500 was caused by a recent fire in the plant of the Schussler Corp., meat packers, Indianapolis, Ind.

Sidney H. Rabinowitz, president, Colonial Provision Co., Boston, Mass., was in New York for a few days this week.

George Newman, Pittsfield, Mass., is going into the wholesale sausage business. He is remodeling a building which will serve as his plant. John E. Smith's Son's Co. and Cincinnati Butchers' Supply Corp. are supplying the equipment.

The late Senator Huey Long began his career as a salesman for the Houston Packing Co., Houston, Tex., selling compound lard and other products. This was in 1911, when he was at the age of 17. He made good at it, too, so his former employers report.

George A. Hormel, chairman of the board, Geo. A. Hormel & Co., who now

makes his home at Los Angeles, is paying his usual autumn visit to the scene of his early triumphs at Austin, Minn.

The Sioux City plant of the Cudahy Packing Co. won the president's trophy given by president E. A. Cudahy, jr., to the plant showing the highest standards of plant efficiency, sanitation and quality of products, as well as for reduction of lost time accidents. The trophy was presented at a party for plant employees on September 14. The plant winning the trophy three times keeps it. The Sioux City plant already has two legs of the cup.

Stratford Provision Co., Stratford, Conn., has a new sausage factory under construction. The building fronts on one of the main thoroughfares and the front will be devoted to a display window and retail shop. Rear will contain the sausage kitchen. This will be the third retail shop opened by this company.

Peter Fasold, president, Peter Hron, Inc., Bridgeport, Conn., and Mrs. Fasold are vacationing in Kentucky.

NEW PLANT FOR MEAT CANS

Continental Can Co. will build a 3-story can manufacturing plant adjacent to its present plant on South Ashland ave., Chicago, construction work starting within the next 30 days. This will be the forty-first plant to be operated by the company and will be used for the manufacture of cans for meats and meat products. Its location, in close proximity to Packingtown, will enable the company to improve its service to meat packers in the territory. The plant will occupy about 160,000 sq. ft. of floor space, reinforced concrete construction, and will be equipped with 16 complete lines of can manufacturing equipment. Total expenditure will approximate \$1,000,000.



For the Retail Meat Dealer



Retail Shop Talk

CARELESS CLERKS LOSE SALES

Thirty per cent of the loss of customers in the retail store is due to the sales-person, it was found in a recent University of Oregon survey. Five bad practices were noted:

1. I-don't-care attitude of some clerks toward the store, the goods and the customer.
2. Haughtiness on the part of the clerk.
3. Being over-insistent.
4. Misrepresenting goods.
5. Ignorance of merchandise.

KOSHER HOLIDAYS AND BEEF

Kosher holidays are recognized as a factor in the fresh beef trade, and one which will be especially apparent during September and October, when seven such holidays occur. The dates this year are September 28 and 29; October 7, 12, 13, 19 and 20. No more kosher holidays will occur until April 7, 1936. During April and May there will be six such holidays. No beef is koshered on the holidays, and the eating of meat by the orthodox Jew is forbidden.

DEALERS WANT TAX ON CHAINS

A resolution asking the state legislature to impose a tax of \$1,000 per store on chains with more than five units was passed by Wisconsin Association of Retail Meat Dealers at its recent convention in Green Bay. A. F. Johnson, Fond du Lac, was named president of the association; and Herman Koerble, Milwaukee; Fred Stimpson, Green Bay; A. E. Strauss, Racine; H. O. Seiwert, Oshkosh; Louis Voelz, Burlington, and E. W. Luetzow, Lake Mills, were elected first to sixth vice presidents.

FORBID SELLING BELOW COST

An injunction permanently restraining a firm of meat dealers in Los Angeles, Calif., from selling below cost plus overhead was recently issued by the superior court under the state's new unfair trade practices act. The injunction was regarded as approval of the act and justification of criminal pro-

ceedings under it. Criminal complaints are being drawn up, and will be served on several retailers who have persisted in selling at prices declared to be too low.

INCREASING BUTTER SALES

When the retail meat dealer sells butter he may increase his sales by suggesting it to every customer. It has been found that butter purchases are very frequent—at least three times in two weeks—if the housewife buys in one-pound quantities. This frequency of purchase makes it a logical item to suggest—and butter sales jump when such a plan is used.

1936 MEAT RECIPE BOOK

"Our Favorite Meat Dishes" is the title of the National Live Stock and Meat Board's 1936 meat recipe book, just off the press. It is appropriately dedicated "to the American housewife." The book contains new and attractive beef, veal, pork and lamb dishes, and is printed in rotogravure. In addition to the recipes it contains suggestions on modern methods of meat preparation.

NEWS OF THE RETAILERS

New meat markets have been established in Los Angeles, Calif., by Arguello Canedo, 2704 Harrison ave.; S. Radburd, 2005 E. Fourth st.; John W. Driscoll, 130 S. Glendale ave.; Louis Sanchez, 722 N. Figueroa st.

Howard Weller is opening new meat market, W. Fifth st., Marysville, O. He formerly occupied part of the space in the Corner Grocery.

R. B. Scarborough has taken over meat market of Walter Blind, Coshoc-ton, O.

John Gessel plans to operate meat market in Maquoketa, Ia.

Chris Staheli and Ernest Pfalzgraf plan to reopen meat market at Thirtieth st. and Central ave., Dubuque, Ia. Building was formerly occupied by LaPrell market.

Applications for licenses to operate grocery stores and meat markets in Muskegon, Mich., recently approved, were filed by William D. Garrison, Louis A. Mayer, Jefferson Massetti.

Sack & LaClear meat market, Grand Rapids, Mich., under ownership and management of John Sack and Clyde LaClear for past 14 years, will be sold, it is reported.



GREATER QUANTITY AND VARIETY BOOST SAUSAGE SALES.

Potential profits from sausage sales are greater than many retailers realize. Getting these extra profits is not difficult. It has been demonstrated many times by actual tests that sausage sales can be increased anywhere from 50 to 300 per cent by the simple method of displaying attractively an ample quantity and variety of products, and backing them up with a little aggressive selling.

Among displays at the recent convention of the National Association of Retail Meat Dealers at Los Angeles was one by the Visking Corp. Many of the ordinary varieties of sausage were shown, but the showcase was dressed primarily to indicate to retailers how easy it is to make an attractive and appealing sausage showing. A sausage display such as this will sell many times more product than a less-attractively arranged showcase, carrying only a small stock of the more common sausage varieties.

Leed-Way Market, groceries and meats, is being opened at 1924 S. Calhoun st., Fort Wayne, Ind. Harry D. Zoeller and A. D. Schnauffer will be in charge.

J. W. Strattmeyer has opened new meat department in F. W. Grand-Silver store, 307 S. Front st., Mankato, Minn. He has been associated with Murphy Meat Co. for several years.

Meat market of C. E. Shaw, Dallas, Ore., has been damaged by fire.

Ellingsworth Market & Grocery has been established at 8120 Denver ave., Portland, Ore., by E. T. Ellingsworth.

Ernest R. Leber has purchased Longview Public Market, Longview, Wash.

Death of Edward P. Mitchell was recently reported. Mr. Mitchell was engaged in meat business at 4612 S. E. Hawthorne blvd., Portland, Ore.

Taylor Meat Market, Cuba City, Wis., has installed new electric refrigeration counter.

MEAT COOKING SCHOOLS

A total of 26,300 homemakers attended three of the National Live Stock and Meat Board's cooking schools at Rock Island and Waukegan, Ill., and Passaic, N. J., ushering in the fall season. The school at Waukegan had the banner attendance, with 12,000 women present at the four sessions. In addition, a special cooking lecture and demonstration was presented by the Board's lecturer to 700 high school home economics students. The school at Passaic drew the largest first-day cooking school attendance ever registered in that city—more than twice that of any previous school. In addition to the regular sessions at Rock Island, daily radio talks were given by the Board's representative over station WHBF.

MEAT GRADING COMPLAINT

Declaring that government grading and inspection regulations have been broken, the U. S. Department of Agriculture has filed a complaint against the Levy Meat Co., Kansas City, Mo., under the packer and stockyards act. A hearing will be held on October 1, so that the company may show cause why a cease and desist order should not be issued. The Department's complaint enumerates instances in which it declares the company substituted inferior steer loins for U. S. choice grade in supplying a Veterans' Administration hospital; stamped inferior livers with an official stamp; substituted the word "choice" for "good" on products already graded, and shipped goods stamped with what purported to be a U. S. Bureau of Agricultural Economics Veterans' Administration meat grading stamp, when such products had not been officially graded and stamped.

RETAIL MEAT PRICES

Average of semi-monthly prices at New York and Chicago for all grades of pork and good grade of other meats, in mostly cash and carry stores.

	NEW YORK.			CHICAGO.		
	Sept. 1935.	Sept. 1934.	Sept. 1933.	Sept. 1935.	Sept. 1934.	Sept. 1933.
Beef:						
Porterhouse steak	.40	.43	.37	.44	.37	.32
Sirloin steak	.44	.35	.32	.40	.32	.26
Round steak	.42	.34	.30	.36	.27	.22
Rib roast, 1st 6 cuts	.35	.26	.22	.30	.23	.20
Chuck roast	.26	.18	.17	.24	.17	.14
Plate beef	.18	.10	.0	.16	.10	.0
Lamb:						
Legs	.26	.24	.21	.26	.24	.20
Loin chops	.41	.42	.40	.38	.37	.34
Rib chops	.34	.32	.31	.34	.33	.29
Stewing	.11	.10	.0	.15	.12	.10
Pork:						
Chops, center cuts	.40	.33	.26	.38	.34	.23
Bacon, strips	.43	.29	.23	.42	.28	.20
Bacon, sliced	.47	.33	.27	.48	.34	.25
Hams, whole	.35	.25	.20	.32	.24	.17
Picnics, smoked	.27	.16	.12	.25	.17	.11
Lard	.23	.14	.12	.21	.13	.0
Veal:						
Cutlets	.47	.39	.37	.36	.31	.29
Loin chops	.38	.30	.32	.32	.26	.25
Rib chops	.33	.26	.26	.28	.22	.22
Stewing (breast)	.18	.13	.14	.15	.11	.0

AMONG NEW YORK RETAILERS

A good crowd attended the picnic of Eastern District Branch at Hoffman House Park, Glendale, last Sunday. Prize bowling and dancing were the main features. There were many prizes, including bologna luncheons. The door prize winner was John Schoener, jr., son of a member of the branch. Among the crowd were noted state president and Mrs. Anton Hehn and granddaughter, president Joseph Maggio of the Brooklyn Branch and family, Joseph Eschelbacher, of Ye Olde New York Branch and wife, Mr. and Mrs. Chris Fischer of Jamaica. Fred Riester was chairman of the picnic committee.

South Brooklyn Branch held its first fall meeting Tuesday of this week with Jack Hanna presiding. Visitors included state president Anton Hehn, who gave a detailed report of the activities of the national convention in Los An-

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geles. David Van Gelder reported on the Butchers Mutual Casualty Co. work for the last quarter.

A featured speaker at the Brooklyn Branch Thursday of last week, introduced by president Joseph Maggio, was Arthur Dore, chief clerk of the district attorney's office, who gave a most interesting talk on rackets. Many angles of the game brought out by Mr. Dore were decided revelations to the members.

The Ladies' Auxiliary met last Thursday with the president, Mrs. Wm. Kramer, presiding. Plans were considered for fall and winter socials. The first of these will be a luncheon program arranged by the Brooklyn Eagle Home Guild at 305 Washington st., Brooklyn, on September 26.

FRENCH PACKERS BOOST MEAT

A war is being waged by French meat packers to combat growing propaganda of vegetarians. Packers have taken "Meat is the perfect food" as their slogan, and are distributing pamphlets publicizing meat throughout the country. The pamphlet asserts that in America the general level of health is mounting "because meat is consumed regularly at two meals a day and sometimes three." The French breakfast omits meat, and thousands of French families eat meat only once a day.

FOOD DISTRIBUTORS MEET

Eighth annual convention of the National Food Distributors' Association at Detroit, Mich., was the most successful yet held. The greatest number of exhibitors and the largest attendance were evidenced and all exhibitors did a very fine business, which shows that conditions are on the upward trend in the food industry. George Schaefer, Cincinnati, O., was re-elected president; and Herbert Blauvelt, Brooklyn; Lew Eger, Sandusky, O.; Harry Carpel, Washington, D. C., were re-elected vice presidents. Al Kirchhoff of Chicago

AUGUST FRESH MEAT PRICES COMPARED

Chicago				New York				
Wholesale fresh meat prices for August, 1935, with comparisons:				Wholesale fresh meat prices for August, 1935, with comparisons:				
	Aug., 1935.	July, 1935.	Aug., 1934.		Aug., 1935.	July, 1935.	Aug., 1934.	
BEEF.				BEEF.				
Steers—				Steers—				
300-500 lbs.,	Choice \$18.20	\$16.72	\$12.52	300-500 lbs.,	Choice \$18.58	\$17.12	\$13.84	
	Good 16.54	15.03	11.60		Good 16.81	15.46	12.94	
	Medium 13.45	12.46	9.44		Medium 13.56	12.68	10.09	
	Common 10.82	10.38	7.14		Common 10.71	10.79	7.32	
500-600 lbs.,	Choice 18.20	16.84	12.65	500-600 lbs.,	Choice 18.68	17.17	13.94	
	Good 16.54	15.03	11.65		Good 16.90	15.48	12.87	
	Medium 13.45	12.71	9.49		Medium 13.59	12.71	10.16	
	Common 10.82	10.76	7.19		Common 10.84	10.88	7.52	
600-700 lbs.,	Choice 18.22	17.08	13.16	600-700 lbs.,	Choice 18.88	17.48	14.31	
	Good 16.54	15.39	11.93		Good 17.14	15.76	13.05	
	Medium 13.88	13.04	9.93		Medium 13.82	13.05	10.42	
	Common 10.25	10.13	7.18		Common 10.15	10.07	7.18	
700 lbs. up,	Choice 18.25	17.13	13.68	700 lbs. up,	Choice 19.15	17.67	14.85	
	Good 16.76	15.46	12.68		Good 17.35	15.98	13.65	
	Medium 13.74	11.92	8.64		Medium 12.55	12.50	10.01	
	Common 10.24	10.51	7.18		Common 11.24	10.93	8.47	
Cow—	Choice 9.04	9.10	6.00	Cow—	Choice 9.74	9.64	6.47	
	Good 15.70	13.22	10.89		Good 15.68	13.16	12.28	
	Medium 13.14	11.26	8.94		Medium 14.25	11.64	9.58	
	Common 11.81	10.14	7.44		Common 12.95	10.49	8.10	
Calf—	Good 8.25	7.06	6.07	Calf—	Good 14.28	11.97	9.42	
	Medium 11.81	10.14	7.44		Medium 12.85	10.03	8.15	
	Common 9.04	9.10	6.00		Common 11.64	9.96	7.17	
VEAL AND CALF CARCASSES.				VEAL AND CALF CARCASSES.				
Veal—	Choice 15.70	13.22	10.89	Veal—	Choice 17.10	14.73	12.28	
	Good 13.42	12.22	9.85		Good 15.68	13.16	11.14	
	Medium 13.14	11.26	8.94		Medium 14.25	11.64	9.58	
	Common 11.81	10.14	7.44		Common 12.95	10.49	8.10	
Calf—	Good 8.25	7.06	6.07	Calf—	Good 14.28	11.97	9.42	
	Medium 11.81	10.14	7.44		Medium 12.85	10.03	8.15	
	Common 9.04	9.10	6.00		Common 11.64	9.96	7.17	
1Skin on at New York and Chicago.				1Skin on at New York and Chicago.				
LAMB AND MUTTON.				LAMB AND MUTTON.				
Lamb—				Lamb—				
38 lbs. down,	Choice 16.98	15.36	15.51	38 lbs. down,	Choice 17.30	16.28	16.20	
	Good 15.98	14.36	14.45		Good 16.30	15.20	15.20	
	Medium 14.86	13.36	12.75		Medium 15.24	14.03	13.85	
	Common 13.51	12.36	10.58		Common 13.70	12.74	12.11	
39-45 lbs.,	Choice 16.78	15.36	15.51	39-45 lbs.,	Choice 17.30	16.16	16.18	
	Good 15.78	14.36	14.45		Good 16.30	15.17	15.26	
	Medium 14.76	13.36	12.75		Medium 15.24	13.88	13.84	
	Common 13.51	12.36	10.58		Common 13.78	12.68	12.18	
46-55 lbs.,	Choice 16.00	14.91	14.62	46-55 lbs.,	Choice 16.92	15.24	15.46	
	Good 15.12	14.24	13.61		Good 15.99	14.52	14.62	
Yearling—	Choice 13.52	12.52	11.52	Yearling—	Choice 13.82	13.43	13.43	
40-55 lbs.,	Good 12.52	11.52	10.52		Good 12.70	11.92	11.92	
	Medium 11.52	10.52	9.52		Medium 11.57	10.92	10.92	
Mutton (ewe) 70 lbs. down—	Good 9.48	8.50	7.06	Mutton (ewe) 70 lbs. down—	Good 9.26	8.98	7.25	
	Medium 8.48	7.50	6.06		Medium 8.18	7.98	6.14	
	Common 7.48	6.50	5.06		Common 7.04	6.90	4.83	
FRESH PORK.				FRESH PORK.				
Hams, 10-14 lbs. avg.....	23.09	19.14	16.22	Hams, 10-14 lbs. avg.....	23.92	21.11	15.82	
Loins, 8-10 lbs. avg.....	25.94	24.85	17.73	Loins, 8-10 lbs. avg.....	25.58	24.84	18.06	
10-12 lbs. avg.....	24.75	23.81	17.68	10-12 lbs. avg.....	24.68	23.93	18.03	
12-15 lbs. avg.....	22.00	21.27	15.42	12-15 lbs. avg.....	22.56	22.09	16.31	
16-22 lbs. avg.....	18.00	17.42	12.68	16-22 lbs. avg.....	20.05	19.45	14.07	
Shoulders, N. Y. style,	skinned, 8-12 lbs. avg.....	19.61	18.00	12.07	Shoulders, N. Y. style,	skinned, 8-12 lbs. avg.....	20.48	17.70
Picnics, 6-8 lbs. avg.....	24.31	22.73	15.31	Picnics, 6-8 lbs. avg.....	24.68	22.85	15.39	
Butts, Boston style,	4-8 lbs. avg.....	16.32	13.70	8.82	Butts, Boston style,	4-8 lbs. avg.....	16.41	13.96
Spareribs, half sheet.....	16.32	13.70	8.82	Spareribs, half sheet.....	16.41	13.96	9.12	

was re-elected treasurer and E. J. Martin, Chicago, secretary. The next convention will be held in Boston, Mass. L. J. Schumaker of Philadelphia and Adam Muller of Lindenhurst, L. I., N. Y., were re-elected as directors. Other directors, whose terms have not

yet expired, are Henry A. Lee of Orange, N. J., A. V. Sadacca of Battle Creek, J. A. Kennelly of Chicago, Dave Berdy of New York and E. W. Stoker of Pittsburgh. Lynn Minter of New Orleans was elected as Special Representative for the South.

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CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS

Carcass Beef.			Cor. week.		
	Week ended				
Prime native steers—	Sept. 18, 1935.		1934.		
400-600	19	@19 1/4	14	@15	
600-800	18	@18 1/2	14 1/2	@15	
800-1000	18	@19	15	@16	
Good native steers—					
400-600	18	@18 1/4	13	@14	
600-800	17 1/2	@18	14	@14 1/2	
800-1000	17 1/2	@18	14 1/2	@15	
Medium steers—					
400-600	15 1/2	@16	12 1/2	@13	
600-800	15 1/2	@16 1/2	13	@14	
800-1000	16	@16 1/2	14	@14 1/2	
Heifers, good, 400-600	16	@16 1/2	13	@14	
Cows, 400-600	15 1/2	@16	12 1/2	@13	
Hind quarters, choice	19 1/2	@20	14 1/2	@15	
Fore quarters, choice	15 1/2	@16	11 1/2	@12	

Beef Cuts.

	unquoted		unquoted
Steer loins, prime	@34		@34
Steer loins, No. 1	@31		@31
Steer short loins, prime	unquoted		unquoted
Steer short loins, No. 1	@44		@44
Steer short loins, No. 2	@39		@39
Steer loin ends (hips)	@25		@25
Steer loin ends, No. 2	@24		@24
Cow loins	@19		@19
Cow short loins	@22		@22
Cow loin ends (hips)	@16		@16
Steer ribs, prime	unquoted		unquoted
Steer ribs, No. 1	@25		@25
Steer ribs, No. 2	@24		@24
Cow ribs, No. 1	@16		@16
Cow ribs, No. 2	@10		@10
Steer rounds, prime	unquoted		unquoted
Steer rounds, No. 1	@16 1/2		@16 1/2
Steer rounds, No. 2	@16		@16
Steer chucks, prime	unquoted		unquoted
Steer chucks, No. 1	@13		@13
Steer chucks, No. 2	@12		@12
Cow rounds	@12 1/2		@12 1/2
Cow chucks	@10		@10
Steer plates	@12 1/2		@12 1/2
Medium plates	@12		@12
Briskets, No. 1	@16		@16
Steer navel ends	@10		@10
Cow navel ends	@8 1/2		@8 1/2
Fore shanks	@8		@8
Hind shanks	@6		@6
Strip loins, No. 1	@65		@65
Strip loins, No. 2	@55		@55
Sirloin butts, No. 1	@32		@32
Sirloin butts, No. 2	@22		@22
Beef tenderloins, No. 1	@45		@45
Beef tenderloins, No. 2	@50		@50
Rump butts	@15		@15
Flank steaks	@22		@22
Shoulder clods	@15 1/4		@15 1/4
Hanging tenderloins	@14		@14
Insides, green, 5@6 lbs.	@14 1/2		@14 1/2
Outside, green, 5@6 lbs.	@13 1/2		@13 1/2
Knuckles, green, 5@6 lbs.	@14 1/2		@14 1/2

Beef Products.

Brains (per lb.)	@ 8	@ 7
Hearts	@12	@ 6
Tongues	@21	@16
Sweetbreads	@10	@ 7
Ox-tail, per lb.	@10	@ 4
Fresh tripe, plain	@10	@ 8
Fresh tripe, H. C.	@12 1/2	@13
Livers	@18	@ 8
Kidneys, per lb.	@11	@ 8

Veal.

Choice carcass	16	@17	13	@14
Good carcass	14	@15	10	@12
Good saddles	17	@20	12	@15
Good racks	13	@14	10	@12
Medium racks		@12	6	@ 9

Veal Products.

Brains, each	@10	@ 7
Sweetbreads	@35	@34
Calif livers	@32	@35

Lamb.

Choice lambs	@18	@15
Medium lambs	@15	@13
Choice saddles	@20	@18
Medium saddles	@18	@16
Choice fores	@15	@11
Medium fores	@13	@10
Lamb fries, per lb.	@21	@26
Lamb tongues, per lb.	@15	@12
Lamb kidneys, per lb.	@20	@25

Mutton.

Heavy sheep	@ 6	@ 3
Light sheep	@ 9	@ 6
Heavy saddles	@ 9	@ 4
Light saddles	@ 8	@ 3
Heavy fores	@ 5	@ 2
Light fores	@ 6	@ 5
Mutton legs	@10	@10
Mutton loins	@ 8	@ 8
Mutton steaks	@ 4	@ 3
Sheep tongues, per lb.	@12 1/2	@12
Sheep heads, each	@10	@10

Fresh Pork, etc.

Pork loins, 8@10 lbs. avg.	@27	10 1/2 @17
Picnic shoulders	@20	@12
Skinned shoulders	@20	@13
Tenderloins	@38	@32
Spare ribs	@17	@10
Back fat	@19	@14
Boston butts	@25	@16
Boneless butts, cellar trim,		
2@4	@30	@22
Hocks	@14	@10
Tails	@14	@ 8
Neck bones	@ 8	@ 4
Slip bones	@14	@ 9
Blade bones	@16	@10
Pigs' feet	@ 7	@ 4
Kidneys, per lb.	@13	@ 8
Livers	@16	@ 8
Brains	@10	@ 8
Ears	@ 5	@ 6
Snouts	@10	@ 8
Heads	@10	@ 7
Chitterlings	@ 6	

DOMESTIC SAUSAGE

(Quotations cover fancy grades.)

Pork sausage, in 1-lb. cartons	@33 1/2
Country style sausage, fresh in link	@27 1/2
Country style sausage, fresh in bulk	@25 1/2
Country style sausage, smoked	@25 1/2
Frankfurters in sheep casings	@25 1/2
Frankfurters in hog casings	@22 1/2
Bologna in beef bungs, choice	@19 1/2
Bologna in beef middles, choice	@20
Liver sausage in beef rounds	@18 1/2
Liver sausage in hog bungs	@23 1/2
Smoked liver sausage in hog bungs	@23 1/2
Head cheese	@20 1/2
New England luncheon specialty	@27 1/2
Minced luncheon specialty, choice	@21 1/2
Tongue sausage	@33
Blood sausage	@21 1/2
Souse	@21 1/2
Polish sausage	@22 1/2

DRY SAUSAGE

Cervelat, choice, in hog bungs	@41
Thuringer cervelat	@22
Farmer	@31
Holsteiner	@28
B. C. salami, choice	@37
Milano salami, choice, in hog bungs	@38
B. C. salami, new condition	@23
Prisces, choice, in hog middles	@36
Genoa style salami	@46
Pepperoni	@37
Mortadella, new condition	@24
Capicola	@52
Italian style hams	@38
Virginia hams	@38

SAUSAGE MATERIALS

(F.O.B. CHICAGO.)

Regular pork trimmings	@19 1/2
Special lean pork trimmings	@21
Extra lean pork trimmings	@23
Pork cheek meat	@18
Pork hearts	@12
Pork livers	@15
Native boneless bull meat (heavy)	@11 1/2
Shank meat	@10 1/2
Boneless chucks	@10 1/2
Beef trimmings	@9 1/2
Beef cheeks (trimmed)	@ 8 1/2
Dressed canners, 550 lbs. and up	@ 7 1/2
Dressed cutter cova, 400 lbs. and up	@ 8
Dr. bologna bulls, 600 lbs. and up	@ 8 1/2
Pork tongues, canner trim, S. P.	@14 1/2

SAUSAGE IN OIL

Bologna style sausage in beef rounds—	
Small tins, 2 to crate	\$7.75
Large tins, 1 to crate	unquoted
Frankfurt style sausage in sheep casings—	
Small tins, 2 to crate	8.00
Large tins, 1 to crate	unquoted
Smoked link sausage in hog casings—	
Small tins, 2 to crate	7.25
Large tins, 1 to crate	unquoted

BARRELED PORK AND BEEF

Mess pork, regular	@37.00
Family back pork, 24 to 34 pieces	@38.50
Family back pork, 35 to 45 pieces	@38.00
Clear back pork, 40 to 50 pieces	@34.50
Clear plate pork, 25 to 35 pieces	@32.50
Bean pork	@36.00
Brisket pork	@42.00
Plate beef	@25.00
Extra plate beef, 200-lb. bbls.	@20.00

VINEGAR PICKLED PRODUCTS

Pork feet, 200-lb. bbl.	20.25
Lamb tongue, short cut, 200-lb. bbl.	45.00
Regular tripe, 200-lb. bbl.	20.00
Honeycomb tripe, 200-lb. bbl.	23.00
Pocket honeycomb tripe, 200-lb. bbl.	26.00

DRY SALT MEATS

Clear bellies, 18@20 lbs.	@19 1/2
Clear bellies, 14@16 lbs.	@19 1/2
Rib bellies, 25@30 lbs.	@18 1/2
Fat backs, 10@12 lbs.	@17 1/2
Fat backs, 14@16 lbs.	@17 1/2
Regular plates	@16 1/2
Jowl butts	@16 1/2

WHOLESALE SMOKED MEATS

Fancy reg. hams, 14@16 lbs. parchment paper	27 1/2 @28 1/2
Fancy skd. hams, 14@16 lbs. parchment paper	29 1/4 @30 1/4
Standard reg. hams, 14@16 lbs. plain	26 1/2 @27 1/2
Picnics, 4@8 lbs., short shank, plain	22 1/2 @23 1/2
Picnics, 4@8 lbs., long shank, plain	21 @22
Fancy bacon, 6@8 lbs., parchment paper	34 1/2 @35 1/2
Standard bacon, 6@8 lbs., plain	31 1/2 @32 1/2
No. 1 beef ham sets, smoked—	
Insides, 8@12 lbs.	26 @27
Outsides, 5@9 lbs.	22 @23
Knuckles, 5@9 lbs.	23 @24
Cooked hams, choice, skin on, fattened	42 1/2
Cooked hams, choice, skinless, fattened	46
Cooked picnics, skin on, fattened	33
Cooked picnics, skinned, fattened	33
Cooked loin roll, smoked	46

LARD

Prime steam, cash, Bd. Trade	@\$16.20
Prime steam, loose, Bd. Trade	@ 16.25
Refined lard, tierces, f.o.b. Chgo.	@ 18
Kettle rendered, tierces, f.o.b. Chgo.	@ 18 1/2
Leaf, kettle rendered, tierces	
f.o.b. Chicago	@ 18 1/2
Neutral, in tierces, f.o.b. Chicago	@ 18 1/2
Compound veg., tierces, c.a.f.	@ 12 1/2

OLEO OIL AND STEARINE

Extra oleo oil	12 @12 1/2
Prime No. 2 oleo oil	11 1/2 @11 1/2
Prime oleo stearine, edible	10 1/2 @11

TALLOW AND GREASES

Edible tallow	9 @ 9 1/4
Prime packers' tallow	7 @ 7 1/4
No. 1 tallow, 10% f.f.a.	8 @ 8 1/4
Special tallow	8 1/2 @ 8 1/2
Choice white grease	8 @ 8 1/4
A-White grease, maximum 5% acid	7 1/4 @ 7 1/4
B-White grease, maximum 5% acid	6 1/2 @ 6 1/2
Yellow grease, 10@15%	6 @ 6 1/2
Brown grease, 40% f.f.a.	5 @ 5 1/2

ANIMAL OILS

Prime edible	@19
Prime inedible	@13 1/2
Headlight	@13 1/2
Prime W. S.	@13 1/2
Extra W. S.	@12 1/2
Extra lard oil	@12 1/2
Extra No. 1	@11
No. 1 lard oil	@10 1/4
No. 2 lard oil	@10 1/4
Acidless tallow	@11
20% neatfoot	@16 1/2
Pure neatfoot	@13 1/2
Special neatfoot	@13
Extra neatfoot	@11 1/4
No. 1 neatfoot	@11 1/4

Oil weights 7 1/2 lbs. per gallon. Barrels contain about 50 gals. each. Prices are for oil in barrels.

VEGETABLE OILS

Crude cottonseed oil, in tanks, f.o.b.	
Valley points, prompt	8 1/2 @ 8 1/2
White, deodorized, in bbls., f.o.b. Chgo.	10 1/2 @11 1/4
Yellow, deodorized	10 1/2 @11 1/4
Soap stock, 50% f.f.a., f.o.b. mills	1 1/2 @ 2
Soya bean oil, f.o.b. mills	7 1/2 @ 8 1/2
Corn oil, in tanks, f.o.b. tanks	8 1/2 @ 9
Cocanut oil, seller's tanks, f.o.b. coast	3 1/2 @ 3 1/2
Refined in bbls., f.o.b. Chicago	10 1/2 @10 1/2

OLEOMARGARINE

White animal fat, margarine in 1-lb. cartons, rolls or prints, f.o.b. Chicago	@14 1/2
Nut. 1-lb. cartons, f.o.b. Chicago	@12
Puff paste	@14

PURE VINEGARS

A. P. CALLAHAN & COMPANY

2407 SOUTH LA SALLE STREET

CHICAGO, ILL.

CURING MATERIALS

	Owt.	Sacks.
Nitrite of soda (Chgo. warehouse stock):		
1 to 4 bbls. delivered.....		\$9.10
5 or more bbls. delivered.....		8.95
Salt peter, 1 to 4 bbls. f.o.b. N. Y.:		
Dbl. refined granulated.....	6.25	6.15
Small crystals.....	7.25	7.15
Medium crystals.....	7.62½	7.50
Large crystals.....	8.00	7.75
Dbl. refd. gran. nitrate of soda....	3.62½	3.25
Salt per ton, in minimum car of 50,000 lbs. only, f.o.b. Chicago:		
Granulated.....	\$ 6.99	
Medium, air dried.....	8.49	
Medium, kiln dried.....	10.99	
Rock.....	6.782	
Sugar—		
Raw sugar, 96 basis, f.o.b. New Orleans.....	@3.20	
Second sugar, 90 basis.....	none	
Standard gran., f.o.b. refiners (2%)..	@5.10	
Packers' curing sugar, 100 lb. bags, f.o.b. Reserve, La., less 2%.....	@4.60	
Packers' curing sugar, 250 lb. bags, f.o.b. Reserve, La., less 2%.....	@4.50	

SPICES

(Basis Chicago, original bbls., bags or bales).

	Whole.	Ground.
Allspice Prime.....	8½	10
Refined.....	9	10½
Chili Pepper, Fancy.....	24	24
Chili Powder, Fancy.....	23½	23½
Cloves, Amboyana.....	23	27
Madagascar.....	14	17
Zanzibar.....	15	18
Ginger, Jamaica.....	18	20½
African.....	9½	11½
Mace, Fancy Banda.....	62	67
East India.....	55	60
E. I. & W. I. Blend.....	56	64
Mustard Flour, Fancy.....	15	15
No. 1.....	24	24
Nutmegs, Fancy Banda.....	20	20
East India.....	17½	17½
E. I. & W. I. Blend.....	24	24
Paprika, Extra Fancy.....	27	27
Fancy.....	26½	26½
Hungarian.....	22	22
Peppina Sweet Red Pepper.....	22	22
Pepper, Cayenne.....	18½	18½
Red Pepper, No. 1.....	11	11
Pepper, Black Aleppy.....	7½	7½
Black Lampong.....	10½	10½
Black Tellicherry.....	13½	13½
White Java Muntok.....	13	14½
White Singapore.....	14	14

SEEDS AND HERBS

	Whole.	Ground for Sausage.
Caraway Seed.....	9	11
Celery Seed.....	31	36
Cominos Seed.....	15½	18
Coriander Morocco Bleached.....	7½	9
Coriander Morocco Natural No. 1.....	6	6
Mustard Seed, Cal. Yellow.....	8½	10½
American.....	7½	9½
Marjoram, French.....	31	35
Oregano.....	11	14
Sage, Dalmation Fancy.....	7	9
Dalmation No. 1 Fancy.....	6½	8½

SAUSAGE CASINGS

(F. O. B. CHICAGO.)

(Prices quoted to manufacturers of sausage.)

Beef Casings:	
Domestic rounds, 180 pack.....	@26
Domestic rounds, 140 pack.....	@25
Export rounds, wide.....	@30
Export rounds, medium.....	@33
Export rounds, narrow.....	@37
No. 1 weasands.....	@44
No. 2 weasands.....	@42
No. 1 bungs.....	@49
No. 2 bungs.....	@45
Middles, regular.....	@30
Middles, select, wide, 2@2½ in. diam.....	@40
Middles, select, extra wide, 2½ in. and over.....	@60
Dried bladders:	
12-15 in. wide, flat.....	85@90
10-12 in. wide, flat.....	70
8-10 in. wide, flat.....	60
6-8 in. wide, flat.....	25
Hog casings:	
Narrow, per 100 yds.....	2.50
Narrow, special, per 100 yds.....	2.35
Medium, regular.....	2.25
Wide, per 100 yds.....	1.80
Extra wide, per 100 yds.....	1.25
Export bungs.....	29
Large prime bungs.....	22
Medium prime bungs.....	13
Small prime bungs.....	10
Middles, per set.....	1.15
Stomachs.....	.08

COOPERAGE

Ash pork barrels, black iron hoops.....	\$1.35	@1.37½
Oak pork barrels, black iron hoops.....	1.25	@1.27½
Ash pork barrels, galv. iron hoops.....	1.42½	@1.45
Oak pork barrels, galv. iron hoops.....	1.32½	@1.35
White oak ham tierces.....	2.12½	@2.15
Red oak lard tierces.....	1.87½	@1.90
White oak lard tierces.....	1.97½	@2.00

NEW YORK MARKET PRICES

LIVE CATTLE

Steers, good, 1,500 lb. grassers.....	\$10.10@10.35
Steers, medium, 1,220 lbs.....	@ 8.90
Cows, common and medium.....	5.00@ 8.25
Bulls.....	6.00 down

LIVE CALVES

Vealers, choice.....	\$11.00@12.00
Vealers, good 240-260 lbs.....	@ 7.00
Vealers, common and medium.....	4.50@ 6.00

LIVE LAMBS

Lambs, choice and good.....	\$ 9.75@10.25
Lambs, medium.....	@ 9.50
Lambs, common.....	@ 6.00

LIVE HOGS

Hogs, 194-lb. aver., choice and good..	@12.15
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DRESSED BEEF

City Dressed.

Choice, native, heavy.....	20	@21
Choice, native, light.....	19½	@20½
Native, common to fair.....	17	@19

Western Dressed Beef.

Native steers, 600@800 lbs.....	10½	@20½
Native choice yearlings, 440@600 lbs..	10	@20
Good to choice heifers.....	17	@18
Good to choice cows.....	15	@16
Common to fair cows.....	13	@14
Fresh bologna bulls.....	11	@12

BEEF CUTS

	Western.	City.
No. 1 ribs.....	25	@27
No. 2 ribs.....	23	@24
No. 3 ribs.....	19	@21
No. 1 loins.....	30	@32
No. 2 loins.....	26	@28
No. 3 loins.....	22	@24
No. 1 hinds and ribs.....	22	@24
No. 2 hinds and ribs.....	19	@21
No. 1 rounds.....	18	@19
No. 2 rounds.....	17	@18
No. 3 rounds.....	16	@17
No. 1 chucks.....	16	@17
No. 2 chucks.....	14	@15
No. 3 chucks.....	11	@12
Bolognas.....	23	@25
Rolls, reg. 6@8 lbs. avg.....	18	@20
Rolls, reg. 4@6 lbs. avg.....	50	@60
Tenderloins, 4@6 lbs. avg.....	50	@60
Tenderloins, 5@6 lbs. avg.....	50	@60
Shoulder clods.....	12	@14

DRESSED VEAL

Good.....	17½	@18½
Medium.....	16	@17½
Common.....	15	@16½

DRESSED SHEEP AND LAMBS

Lambs, prime to choice.....	19	@20
Lambs, good.....	18	@19
Lambs, medium.....	17	@18
Sheep, good.....	11	@12
Sheep, medium.....	8	@11

DRESSED HOGS

Hogs, good to choice.....	\$20.50@21.50
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FRESH PORK CUTS

Pork loins, fresh, Western, 10@12 lbs.....	26	@27
Pork tenderloins, fresh.....	30	@35
Pork tenderloins, frozen.....	30	@32
Shoulders, Western, 10@12 lbs. avg.....	20	@21
Butts, boneless, Western.....	25	@26
Butts, regular, Western.....	24	@25
Hams, Western, fresh, 10@12 lbs. avg. 24		@25
Picnic hams, Western, fresh, 6@8 lbs. average.....	18	@19
Pork trimmings, extra lean.....	22	@23
Pork trimmings, regular 50% lean.....	18	@19
Spareribs.....	17	@18

SMOKED MEATS

Regular hams, 8@10 lbs. avg.....	30	@31
Regular hams, 10@12 lbs. avg.....	30	@31
Regular hams, 12@14 lbs. avg.....	29½	@30
Skinned hams, 10@12 lbs. avg.....	31	@32
Skinned hams, 12@14 lbs. avg.....	31	@32
Skinned hams, 16@18 lbs. avg.....	30	@31
Skinned hams, 18@20 lbs. avg.....	29½	@30
Picnics, 4@6 lbs. avg.....	24	@25
Picnics, 6@8 lbs. avg.....	22½	@23
City pickled bellies, 8@12 lbs. avg.....	25	@27
Bacon, boneless, Western.....	36	@37
Bacon, boneless, city.....	36	@37
Boltonies, 8@10 lbs. avg.....	23	@24
Beef tongue, light.....	23	@25
Beef tongue, heavy.....	25	@27

FANCY MEATS

Fresh steer tongues, untrimmed.....	15c a pound
Fresh steer tongues, l. c. trim'd.....	30c a pound
Sweetbreads, beef.....	35c a pound
Sweetbreads, veal.....	70c a pair
Beef kidneys.....	14c a pound
Mutton kidneys.....	3c each
Livers, beef.....	27c a pound
Oxtails.....	18c a pound
Beef hanging tenders.....	25c a pound
Lamb fries.....	10c a pair

BUTCHERS' FAT

Shop fat.....	@2.00 per cwt.
Break fat.....	@2.75 per cwt.
Edible suet.....	@4.25 per cwt.
Inedible suet.....	@3.00 per cwt.

GREEN CALFSKINS

	5-9	9½-12½	12½-14	14-18	18 up
Prime No. 1 veals.....	15	2.10	2.25	2.30	2.55
Prime No. 2 veals.....	14	1.95	2.10	2.15	2.30
Buttermilk No. 1.....	12	1.80	1.95	2.00	....
Buttermilk No. 2.....	11	1.70	1.85	1.90	....
Branded grubby.....	7	1.05	1.20	1.25	1.35
Number 3.....	7	1.05	1.20	1.25	1.35

BONES AND HOOFES

	Per ton.
Round shins, heavy.....	\$75.00
light.....	60.00
Flat shins, heavy.....	60.00
light.....	55.00
White hoofs.....	75.00
Black and striped hoofs.....	40.00

PRODUCE MARKETS

BUTTER.

	Chicago.	New York.
Creamery (92 score).....	@25½	@25½
Creamery (90-91 score).....	24½@24½	....
Creamery firsts (88-89 score).....	23½@24½	....

EGGS.

Extra firsts.....	26½@26½	....
Firsts (fresh).....	25½@26½	27 @27½
Standards.....	25	@29

LIVE POULTRY.

Fowls.....	11	@21	15	@24
Broilers.....	14	@20	17	@23
Fryers.....	16	@20	....	....
Spring.....	14	@18	18	@22
Turkeys.....	14	@18	18	@22
Ducks.....	10	@19	10	@15
Geese.....	10	@15	9	@13

DRESSED POULTRY.

Fryers, 31-42, fresh.....	@21	@21½
Roasters, 43-54, fresh.....	21½@23	22 @23½
Roasters, 55 & up, fresh.....	25½@26½	26½@28
Fowls, 31-47.....	18½@21½	20½@23
48-50.....	23	24 @25
60 and up.....	@25½	@26½

BUTTER AT FIVE MARKETS

Wholesale prices of 92 score butter at Chicago, New York, Boston, Philadelphia, and San Francisco, week ended Sept. 12, 1935:

	Sept. 6	7	9	10	11	12
Chicago.....	25½	25½	25½	25½	25½	25½
New York.....	28½	28½	28½	28½	28½	28½
Boston.....	27	27	27	27	27	27
Phila.....	27½	27½	27½	27½	27½	27½
San Fran.....	28½	28½	Holl.	29	29	29

Wholesale prices carlots—fresh centralized carlots—90 score at Chicago:

	25½	25½	25½	25½	25½	25½
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Receipts of butter by cities (tubs):

	This week.	Last week.	Last year.	—Since Jan. 1, 1935.
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Chicago.....	47,364	37,916	43,827	2,473,654
N. Y.....	45,454	43,501	51,905	2,473,568
Boston.....	16,743	12,302	18,977	881,367
Phila.....	17,500	15,167	19,136	841,788

Total 126,861 108,976 133,845 6,070,377 6,902,951

Cold storage movement (lbs.):

	In	Out	On hand	Same week day
Sept. 12.	Sept. 12.	Sept. 12.	Sept. 12.	Sept. 12.

Chicago.....	100,303	139,143	48,041,281	33,772,498
N. Y.....	110,909	231,850	18,215,183	10,100,837
Boston.....	15,218	45,077	6,748,088	5,085,614
Phila.....	1,800	49,338	3,638,132	4,401,217

Total 228,230 447,408 76,636,634 53,350,961

CLASSIFIED ADVERTISEMENTS

Advertisements on this page, \$3.00 an inch for each insertion. Position Wanted, special rate, \$2.00 an inch for each insertion. Minimum Space 1 inch, not over 48 words, including signature or box number. No display. Remittance must be sent with order.

Position Wanted

Working Sausage Foreman

Position wanted by first-class sausage maker with many years' experience as foreman in large American and German concerns. Specialist in all dry and fresh sausage, meat loaves and all kinds of lunch rolls, specialties, etc. Also new sausage formulas. W-125, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

Beef and Pork Superintendent

Available soon, young man with 22 years' experience in beef and pork operations: killing, cutting, curing, smoking, freezers, sausage, etc. Success in handling men. Interested in making permanent connection. W-115, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Superintendent

Over 25 years' practical all-around packinghouse operating experience, covering beef or pork. Employed several years as general superintendent medium and small plants. Produce quality products with least labor cost and get results. Know costs and yields. Employed now. Excellent references. W-118, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago.

Men Wanted

Superintendent

Position open for a working superintendent, thoroughly experienced in complete small plant operations. Killing at present about 75 cattle, 100 calves, 100 lambs, 300 hogs. Manufacturing about 10,000 lbs. sausage, 10,000 lbs. smoked meats and lard weekly. Must assist in merchandising. Splendid opportunity for right man. W-121, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Sausage Foreman

Wanted, foreman for sausage room. Must be capable of running good-sized gang and be able to work machine himself, if necessary. Give ideas as to salary. W-123, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Salesman

Wanted, a salesman who can sell natural dry sausage seasonings and meat cures. Must have knowledge of manufacture and processing of sausage and must have sold similar lines in Southern territory. None others need apply. Good opportunity for party having own car and who can show results. Drawing account and commission. Earnings limited only by ability to produce. Send complete information, experience, age, etc., in first letter. All letters confidential. W-124, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago,

Make your wants known through these little ads, with the big pull.

Equipment For Sale

Packinghouse Equipment for Sale

Item No.	Qty.	Article.
1	2	5 ft. x 10 ft. Laabs cookers, each with 25-h.p. motor, percolator and vacuum pump.
2	2	300-ton Anco No. 614 hydraulic presses each with steam hydraulic pump.
3	1	No. 1 V. D. Anderson Expeller with conditioning trough and 15-h.p. motor, silent chain drive.
4	1	B Grinder with fan and cyclone collector and 75-h.p. motor.
5	1	No. 610 "BOSS" 12-inch 15 plate filter press.
6	2	6 ft. x 9 ft. prime steam tanks each with 12 inch screw type gate valve. 1-6x8 tank as above. 1-5x9 tank as above.
7	700	No. 6 "BOSS" Hog Trolleys.
	700	Wood hog gambrels.
8	1	Steam Jacketed Lard Melting Kettle, 6 ft. 2 in. inside diameter by 45 in. deep inside, with agitator for pulley drive. (40-lb. working pressure).
	1	Lard Melting Kettle, same as above 5 ft. 0 in. inside diameter by 5 ft. 3 in. deep.
9	1	Lard roll, 36 in. x 84 in., with pump and 5-h.p. motor, including drawoff cock.
10	150	3-station, double-rod, double roller. Ham and Bacon Trees.
11	1	No. 172 "BOSS" Backfat Skinner, with 2-h.p. motor.
12	1	50-gallon steam jacketed kettle, (40 lb. working pressure).
13	1	No. 261 "BOSS" high ceiling type track scale.
	1	No. 260 "BOSS" low ceiling type track scale.
14	1	No. 53 "BOSS" Regular "U" De-hairer with 20-h.p. motor, capacity 225 hogs per hour.
15	1	No. 8 "BOSS" Vertical type hog hoist with motor, right-hand discharge, 19 ft. 10 in. from floor to top of dressing rail.
16	1	"BOSS" Sr. Belly Roller with 2-h.p. motor.
17	4	No. 385 size 3 Beef Hoists.
18	8	Chaf Head Holders.
19	3	No. 362 Low Frame Friction Dropers with dropper hooks and housings.
20	1	No. 90 Pulley Drive Ice Crusher.
21	1	No. 456 size 166 "BOSS" Meat Grinder with 15-h.p. motor.
22	1	No. 176 "BOSS" Grinder with tight and loose pulleys.
23	1	43 in. Buffalo Silent Cutter with 25-h.p. motor.
24	1	No. 4 Buffalo Mixer, 1,000 lb. capacity, with 10-h.p. motor.
25	1	No. 4 Hottmann Cutter and Mixer with flexible coupling ready for 50-h.p. 900 r.p.m. motor.
26	2	400 lb. capacity Randall Stuffers.
27	1	200 lb. Mechanical Air Stuffer.
28	1	Double (steel) Sausage Cook Box, 8 ft. long by 45 in. wide by 33 in. deep with center partition and perforated steel counter weighted lids.
29	1	Steam jacketed cooking kettle, 40 in. diameter by 33 in. deep inside (40 lb. working pressure).
	1	Steam jacketed cooking kettle, 47 in. diameter by 33 in. deep inside. (40 lb. working pressure).
30	7	Double Arch Sausage Cages, double roller.
31	1	U. S. Bacon Slicer.

All the motors above for 60-cycle, 3-phase, 220-volt, alternating current, and include starters with overload and no voltage protection.

FS-126,

THE NATIONAL PROVISIONER,
407 S. Dearborn St., Chicago, Ill.

Miscellaneous For Sale

Turn Scraps Into Money

Fast seller! Many markets throughout southwestern states are finding perfected dog food formula good money maker. Uses waste scraps ordinarily thrown away. Guaranteed satisfaction or your money back. Mail \$1.00 for formula. EMIL BARTA, Phoenix, Arizona.

Slaughter House

For sale, modern, fully equipped slaughter house in Washington. Plenty of livestock locally, close to wholesale markets, fine feed lots and corrals. Price, \$15,000. FS-122, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Lease Cooler, Ft. Greene Market

For lease, fully-equipped refrigerated cooler and curing room on street level Fort Greene Market, Brooklyn. Concrete Vats, capacity 120,000 lbs. We also have for lease store and cooler in Fort Greene Market suitable for sale and warehousing of meat products.

Apply to

FORT GREENE COLD STORAGE CO.

99 Hudson St., New York City

Equipment for Sale

MACHINERY BARGAINS: 3—Mechanical Mfg. Meat Mixers, 1—M. & M. Hog, 1—Lard Filter Press, 2—Steam Tube Dryers, 6' x 35', 5—Cooking Kettles. Miscellaneous: Lard Rolls, Cutters, Rendering Tanks, Hammer Mills, Ice Machines, Boilers, Pumps, etc.

What Idle Machinery have you for sale?

CONSOLIDATED

PRODUCTS COMPANY, INC.

14-19 Park Row, New York City

Miscellaneous Wanted

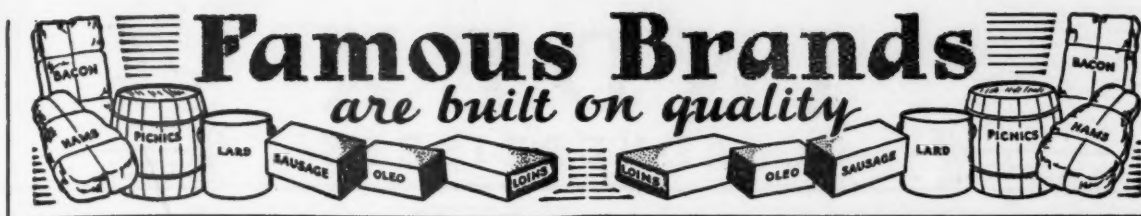
Pig Skin Strips Wanted

We will pay 8c delivered Chicago for any quantities of D. S. back strips, measuring 5 inches by 15 inches and over, suitable for tanning. Will buy for either immediate or later shipment. Telegraph or write us your offerings.

E. G. JAMES CO.

Provision Brokers.

332 S. La Salle St., Chicago, Ill.



JOHN MORRELL & Co.

"Since 1827"

General Offices
OTTUMWA, IOWA

Packing Plants { Ottumwa, Iowa
Sioux Falls, S. D.
Topeka, Kans.

Hams, Bacon
Lard, Sausage
Canned Foods



Beef, Pork
Veal, Mutton
Mince Meat



Philadelphia Scrapple a Specialty
John J. Felin & Co., Inc.

4142-60 Germantown Ave., Philadelphia, Pa.
New York Branch: 407-409 West 13th Street

Hams
Bacon
Lard
Delicatessen

Paradise

Brand

Hams Bacon Lard

The
Theurer-Norton Provision

Company

CLEVELAND PACKERS OHIO



Main Office and Packing Plant
Austin, Minnesota

foods of Unmatched Quality

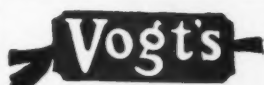
ESSKAY
QUALITY

HAMS — BACON

LARD — SAUSAGE

SOUTHERN ROSE SHORTENING

The Wm. Schludenberg-T. J. Kurdle Co.
Meat Packers Baltimore, Md.



Liberty
Bell Brand

Hams—Bacon—Sausages—Lard—Scrapple
F. G. VOGT & SONS, INC.—PHILADELPHIA, PA.



PORK PRODUCTS—SINCE 1876
The H. H. MEYER PACKING CO.
Cincinnati, Ohio

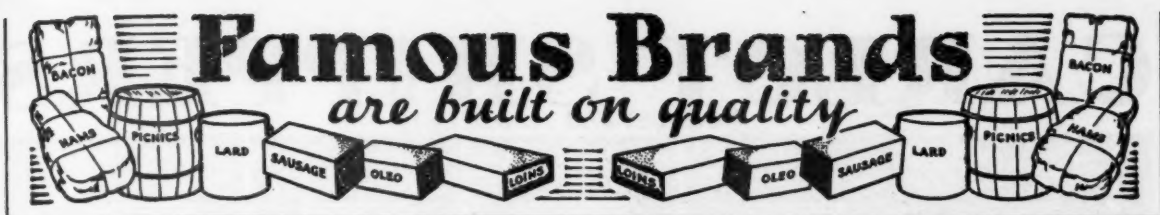
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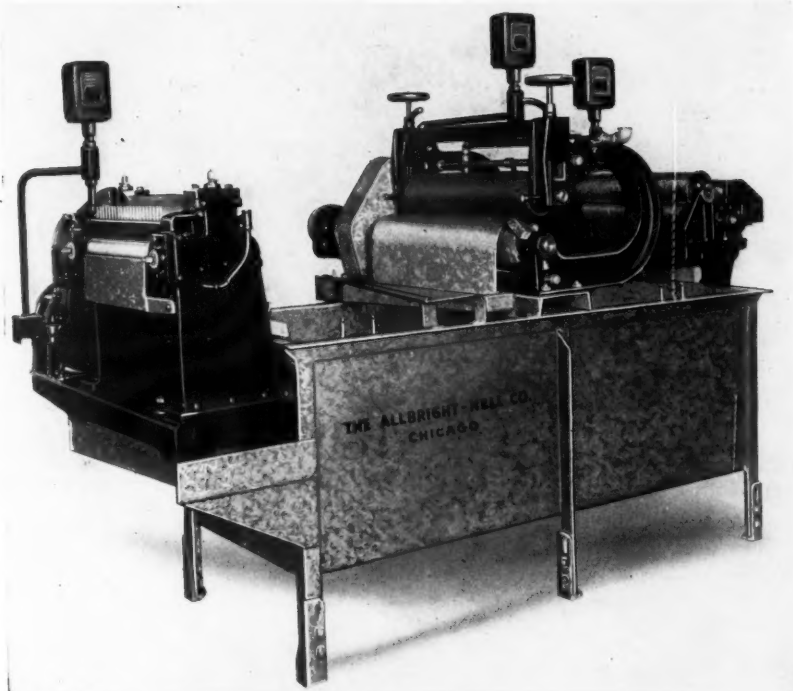
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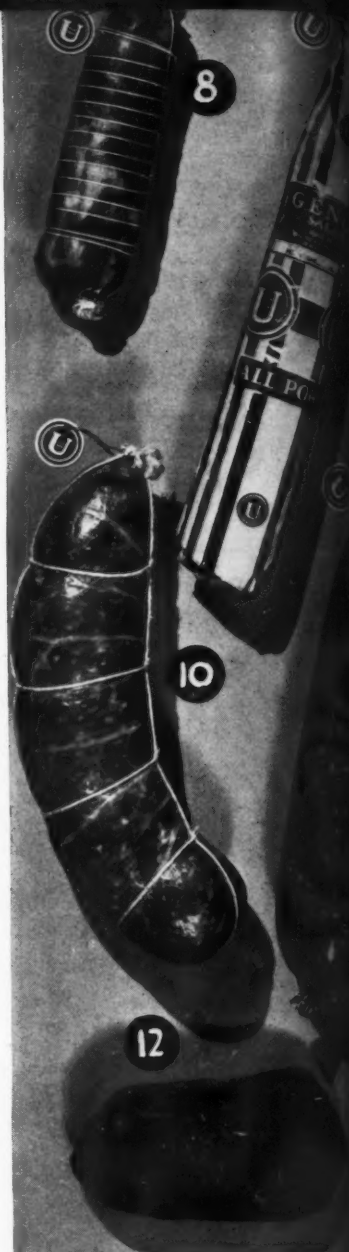
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